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FEB 20 1930
DETROIT

A National Newspaper for Every Branch of the Industry

Automotive Daily News

CARS · SHOP EQUIPMENT · TRUCKS · AVIATION · PARTS · ACCESSORIES · TIRES

Vol. 10, No. 1145 — Entered as second class matter Aug. 27, 1925, Post Office, N. Y., N. Y., Under Act of March 3, 1879 — NEW YORK, FRIDAY, FEBRUARY 14, 1930 — 10 Cents. $12 Per Year

General Motors Earned Billion On Common Stock in Last Decade

BIG INCREASE IN PAST FIVE YEARS

70 Per Cent. of Total Paid Out in Dividends

DETROIT, Feb. 13.—Net earnings of the General Motors Corporation applicable to the common stock alone, after all charges, including preferred dividends, for the ten-year period ended December 31, 1929, reached the huge total of $1,023,681,883, according to a compilation by Automotive Daily News.

This ten-year total represents the net earnings on the common stock, after deducting all charges, for the years 1920 to 1929, inclusive, after deducting the deficit of $44,990,780 for the year 1921. The amount earned on the common stock in the nine years, excluding the off year of 1921, amounted to $1,068,672,663.

The average for the ten-year period, after allowing for the 1921 deficit, amounts to $102,368,188 a year. It is a notable fact, however, that the $100,000,000 mark for a single year was not approached until 1925, when the net income on the common stock reached $98,844,764. The nearest approach to the $100,000,000 average prior to 1925 was in 1923, when the earnings on the common amounted to $55,180,153.

The remarkable growth of the corporation to world leadership in earnings for a single industrial unit in the past five years is reflected in the fact that of the ten-year total of $1,023,681,883, only $93,238,401 was earned in the first five years, leaving a total net income on the common stock of $930,443,482, or 90 per cent. of the total for the last five years, an average falling not far short of $200,000,000 a year.

The net earnings on the common stock for the first three of the ten years amounted to only $32,206,077, while in the next three it jumped to $192,083,165, and in the next three made a remarkable expansion to $660,589,050. The net for 1929, the tenth year, of $238,803,587, while below 1928, was well above the average for the preceding three years.

Not only did General Motors earn all this money for the holders of its common stock, but it maintained an extremely liberal dividend policy, boosting the payments in line with the increased income year by year and paying out approximately 70 per cent. of the total in cash, in additional numerous stock dividends.

Dividends on the common stock alone over the ten years amounted to $720,943,637, an average of $72,094,363 a year. Just as the earnings approached the ten-year aver-

(Continued on Page 3)

TEN-YEAR G. M. SALES, EARNINGS, DIVIDENDS

	Net Sales	Earnings Available for Common Stock	Preferred Dividends Declared	Common Dividends Declared
1920	$567,320,603	$32,129,949	$5,620,426	$17,893,289
1921	304,487,243	d44,990,780	6,310,010	20,468,277
1922	463,706,733	45,066,908	6,429,228	10,177,117
1923	698,038,947	55,180,154	6,887,371	24,772,026
1924	568,007,459	38,058,251	7,272,637	25,039,631
1925	734,592,593	98,844,764	7,639,990	61,935,221
1926	1,058,153,338	168,439,857	7,645,288	103,930,993
1927	1,269,519,673	229,209,679	9,009,330	134,836,081
1928	1,459,762,906	262,939,514	9,404,756	165,300,002
1929	*1,500,000,000	238,803,587	9,478,681	156,600,000
Total	$8,623,589,495	†$1,023,681,883	$75,697,717	$720,943,637

*Estimated. †Net after deducting 1921 deficit. d-Deficit.

French Tariff Proposal on U. S. Cars Seen as Failure

Special from A. D. N. Washington Bureau

WASHINGTON, Feb. 13.—The proposal of the French government to impose an increase of at least 45 per cent. in the tariff on American automotive products appears destined to failure, at least for this year, Automotive Daily News learned today on excellent authority.

Failure of the projected increase, it was explained unofficially, is attributed to a new accord in the ranks of the French automobile manufacturers opposed to the Citroen interests, which hold the same position in French industry as Henry Ford in the United States.

While representations have been made to the French government informally through Ambassador Edge at Paris on behalf of the American industry, the latest turn in the French situation is understood to have greatly lessened the possibility of the increased tariff being applied.

According to advices from Paris, the fight to prevent a tariff boost actually has been carried to victory by Citroen, whose axles are being made in the United States by the Chrysler factories.

With abundant banking and financial backing, Citroen's mass production for small profits is reported to be continuing, the present car selling for $1,000 with a profit of $60. A new model is being designed to sell for $800.

Instead of making a further fight against foreign competition by American cars, Renault and other French manufacturers have decided to challenge Citroen.

As a result of this new policy, the usual anti-American feeling is understood to be lessening, as it is recognized that the already enormous duties and transportation sufficiently cramp the Ford and General Motors interests, making their products luxuries in France.

HENNEY PLACES LARGE ORDER WITH A. O. SMITH

Chicago, Feb. 13.—The Henney Motor Company, subsidiary of Allied Motor Industries, Inc., has placed an order for 400 ambulance and hearse chassis with the A. O. Smith Corporation for delivery within the next four months.

W. H. ALFORD'S ESTATE IS ABOUT $30,000,000

Kenosha, Wis., Feb. 13.—The will of Walter H. Alford, vice-president and controller of the Nash Motors Company, who died February 5, was filed for probate here Wednesday, showing an estate valued at $2,400,000. The will was written in Detroit in 1915 when Mr. Alford was an official of the Buick Motor Company associated with C. W. Nash. It is believed to show an estate value as of that time. An inventory will be taken at once, and it is expected that the estate will show a value of between $30,000,000 and $40,000,000. The will is the shortest on record here, consisting of thirty-six words.

Durant Officials Visit Canton Distributor

A SALES CONFERENCE, luncheon and parade were features of the sales rally staged by Durant Motors, Inc., at its Canton, O., distributor headquarters, the Dueber Avenue Motor Company, Canton, O. A parade of Durant 1930 models through the streets of Canton preceded the sales conference and luncheon. Factory officials attending the rally were: (left to right), Zac Dunlap, sales promotion manager; J. C. Monnot, Canton distributor; Edgar Risch, Pittsburgh district manager, and B. C. Roberts, Durant wholesale representative

PLANT OPERATIONS INCREASE WITH SPRING ORDERS HEAVY; EMPLOYMENT SHOWS GAIN

By FRANCIS P. DAILY

WASHINGTON, Feb. 13.—An upward swing to employment is in motion in the automotive and allied industries, with iron and steel production, the barometer of prosperity, showing an increase.

The outlook for the iron and steel industry is encouraging with large orders being placed.

Some of the large automobile factories and plants manufacturing accessories continued on part-time operations during January but an improvement is shown in this industry, with many workers who were released the latter part of 1929 being recalled and now employed.

Such was the favorable outlook broadcast today by the United States Employment Service on the basis of reports from all principal industrial centers.

In Michigan practically all automobile plants are reporting increased employment. Although employment in the Detroit industrial district increased in the last thirty days, there was a large influx of labor from other cities, resulting in an increase in the surplus.

There was a slight increase in activity in Pontiac, while in Flint several factories resumed operations after annual closing for inventory taking, a number of the units in the automobile and accessory manufacturing plants working part time. However, an upward trend was apparent and many additional factory workers were engaged.

A surplus of automobile factory labor prevailed in Albion. All plants were in operation. There was a slight improvement in the employment situation in Jackson.

Several automobile factories and automobile accessory plants in Lansing operated on part-time schedules with curtailed forces, due in some instances to annual inventory taking.

In Ohio, production increased somewhat, and further expansion is expected in the next thirty to sixty days.

In Akron full-time operations were resumed in a large tire and rubber plant, giving employment to approximately 800 additional workers; however, several other tire and rubber factories curtailed their forces, and one plant discontinued operations, releasing 400 men.

Several of the automobile assembling plants in the Cincinnati district engaged additional help, but continued to operate below normal.

In Columbus two tire and rubber factories discontinued operations, affecting 400 employees. In Toledo practically all plants operated during the past thirty days. The ma-

(Continued on Page 3)

TODAY
(On Inside Pages)

United States charts week's business progress ..... Page 2
Sparks from Detroit ..... Page 2
Calendar of coming events. Page 4
Editorial: Good Boy, Roy.. Page 4
New bumper to be demonstrated Page 5
New Orleans new car sales set record ..... Page 6
Stock statistics and markets Page 7
Public Service of New Jersey orders 381 new buses.... Page 11

MERCHANDISING

Quota board registers salesman's success ..... Page 4
Associate salesmen boost sales for De Soto dealer ..... Page 4

REFERENCE TABLES

New passenger car registration Pages 6, 7
Major specifications and mechanical details of commercial cars Pages 8, 9, 10
New commercial car registrations Page 11

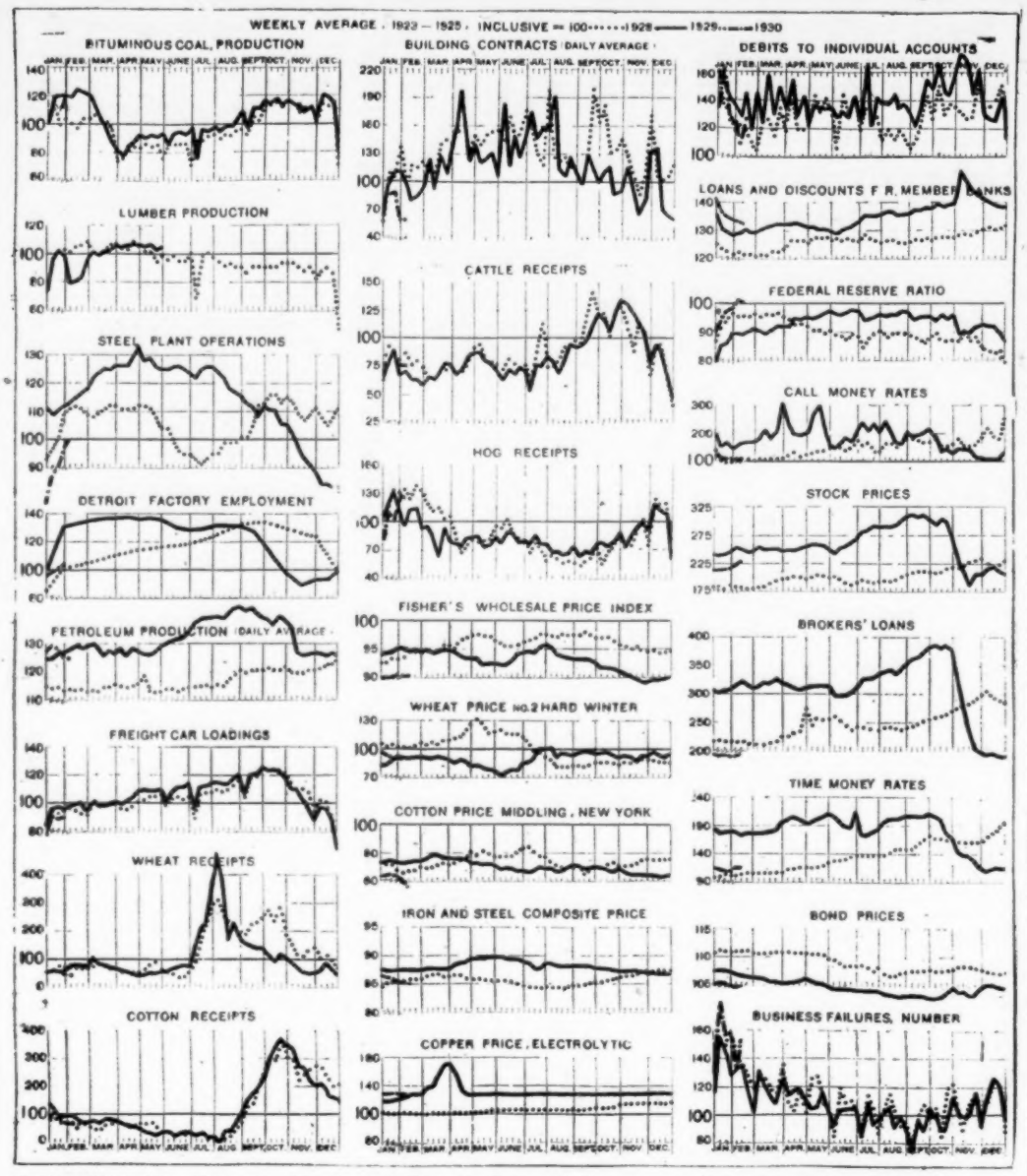
EARNINGS OF CHECKER SHOW LARGE EXPANSION

Chicago, Feb. 13.—The preliminary report of the Checker Cab Manufacturing Corporation and subsidiaries for year ended December 31, 1929, shows net profit of $4,250,000 after all charges and taxes, equivalent to $11.33 a share earned on 375,000 shares no par common stock.

PEERLESS TO EXHIBIT AT INDIANAPOLIS SHOW

Indianapolis, Feb. 13.—Peerless will exhibit its complete line of new straight eights at the Indianapolis Motor Show which opens Saturday. The Peerless space is excellently situated and will have five cars. This is the premier showing of the new Peerless product in the home town of James A. Bohannon, president, and L. H. Patterson, secretary of the corporation. Don H. Gearhart, advertising department, and S. T. Creighton, both formerly of Indianapolis; W. E. Farren, and H. L. Hubbard, all of the Peerless sales department, will be in Indianapolis to conduct the Peerless exhibit. Mr. Bohannon and Mr. Patterson, together with Don P. Smith, director and vice-president in charge of sales, and R. B. Nettleton, general sales manager, will also attend the show.

U. S. Charts Week's Business Progress



WASHINGTON, Feb. 13.—The charts showing business developments in various fields, which are reproduced herewith, are issued each week by the Department of Commerce. These charts are placed each week on President Hoover's desk and by means of them he keeps his finger on the pulse of business. The Automotive Daily News will hereafter carry these weekly indicators of business progress in order that its readers may be able to get a quick and accurate view of business and financial developments. By follow these graphs week after week the reader is enabled to keep a close check on the ebb and flow of commercial activity throughout the country, and the automotive merchant today needs a broad view of general conditions to forecast the developments he may expect tomorrow.

To whom it may concern:

Suit has been instituted in the United States District Court for the Northern District of Illinois, Eastern Division, charging that the Sportlite manufactured and sold by Unity Manufacturing Company infringes the following United States Letters Patent:

Cousino	1,327,945	Sklarek	1,682,150
Wiolago	1,434,468	"	1,699,124
Sklarek	1,675,915	"	Re16,979

Other suits will be instituted and vigorously pressed against any and all infringers of the above or any Letters Patent of the undersigned.

INTERNATIONAL SPOT LIGHT CO.
LORRAINE CORPORATION
Division of Van Sicklen Corporation

Lorraine CONTROLLABLE DRIVING LIGHT

CANADIAN CAR EXPORTS TOTAL $47,005,671 IN 1929 FOR A NEW RECORD

Special from A. D. N. Washington Bureau

Washington, Feb. 13.—Exports of motor vehicles from Canadian factories have steadily increased during the last three years and reached a total value of $47,005,671 in 1929, the automotive division of the Department of Commerce revealed today.

A. W. Childs, chief of the division, pointed out that this figure represents an increase of 65 and 30 per cent., respectively, over the years 1927 and 1928 when exports totaled $28,428,997 and $36,028,481.

In 1929, $2,350,232 of the total value represented exports of automobile parts, and the remainder, $44,655,439, passenger cars and trucks. Shipments of passenger cars alone showed a gain of 16 per cent. in number and 18 per cent. in value.

As is usual for the latter part of the year, Canadian exports declined in December and dropped 17 per cent. below the November figure. A similar decrease was noticeable in production. The number of motor vehicles manufactured in December was 41 per cent. less than the production for November.

The value of exports in December totaled $2,175,238, a decrease of 20 per cent. as compared with the value of shipments in the previous month.

TWO NEW DIRECTORS ARE NAMED BY MOHAWK RUBBER

Akron, Feb. 13.—At the annual meeting of the Mohawk Rubber Company, W. L. Flory and Charles Borland were elected directors, succeeding R. M. Phillmore and E. J. Small, retired. Other directors were re-elected.

SPARKS from DETROIT

Prospect at South Pole

* * *

Engineers Optimistic

* * *

Warning to Taxpayers

Fred Kingsbury—Detroit Editor

BILL LEWIS, assistant sales manager of the Cadillac Motor Car Company, has discovered that interest in motor cars extends almost as far south as the south pole, and is now ready to close the sale of a sixteen-cylinder Cadillac to a man who is not far from the southernmost point in the world.

This was all brought about by a radiogram received the other day by Chester Foust of Erwin, Wasey & Co. of Chicago. Here is the radiogram:

Little America, February 4, 1930
Chester Foust, Erwin, Wasey & Co.
844 Rust St., Chicago, Ill.

It won't be long now. I hope to leave here about the twenty-eighth, if ship gets through pack. Hear Cadillac is putting out sixteen-cylinder car. Wire me initials of Bill Lewis. I will request General Motors literature from him. All here interested in new model.

(Signed) PARKER.

"Parker" is Capt. Alton N. Parker, U. S. M. C., and is one of Byrd's relief pilots. He also was with Byrd at the north pole.

While Parker may be greatly interested in the sixteen-cylinder Cadillac, we fear that if the ship fails to get through the ice pack he will be much more interested in a single-cylinder dog team or a one-lung penguin.

Mr. Lewis has been gathering material and is practically ready to radio Parker, as the New York Times will handle the communications. He also is addressing Mr. Parker at Dunedin, N. Z.

It is believed that this inquiry about a motor car comes from the greatest distance that any such inquiry was ever received.

* * *

AUTOMOBILE engineers have no patience with people who say that business is not all that it should be at the present time, and they are ready to tell the world that everything is all right.

Here is an excerpt from the Detroit Supercharger, publication of the Detroit section of the Society of Automotive Engineers, out today:

"Business is definitely getting better. Only the cynics and vinegar-blooded pessimists dare say that the tendency is not toward happier days. The interest shown by the public in the recent automobile shows was one good sign. The gradual decrease in unemployment, the condition of steel orders, the low cost and abundant supply of money for industrial loans, all these bright signs point to better days. Only a few more weeks and the sad, sad fall of 1929 will be but a memory—and thank Heaven for that!"

* * *

HOMER GUCK, publisher of the Chicago Herald and Examiner and former vice-president of the Union Trust Company of Detroit, in an article in the last number of The Detroiter, publication of the Detroit Board of Commerce, says, in part: "Detroit taxpayers will do well to observe what happened to Chicago, as the result of its 'spend it now and get it later' policy. He also said it was a warning to all cities, which would keep themselves from becoming enmeshed in the toils of a similar crisis, and they must safeguard their local tax assessment system from political favoritism and compel their city officials to govern public expenditures by business like budgetary control, restricting appropriations of each fiscal year to cash receipts for that year, and preventing any wild orgy of tax anticipation of borrowing."

* * *

So efficient has been the combination of automobile and radio in the Detroit Police Department in suppressing crime and capturing criminals that the department has requested forty more automobiles to be equipped with radio apparatus. If the motor cars are purchased it will require 240 additional men to man them. However, Police Commissioner Harold Emmons is holding out for the equipment and the men, and it will involve a cost for the year of $575,000.

Employment Gains as Plant Operations Increase

SPRING OUTLOOK MUCH IMPROVED

Automotive and Allied Industries Lead in Betterment

(Continued from Page 1)

jority of the steel mills worked part time.

Condensed reports from other automotive centers follow:—

Indiana

There was a marked expansion in production and employment in the iron and steel mills, and there was also an upward trend in the automobile and accessory plants.

In Indianapolis employment conditions were described as about normal for this period of the year.

South Bend showed a slight upward trend in industrial activity, and several factories engaged additional help.

Wisconsin

Wisconsin continued its gradual increase in operating schedules, and forces in several of the major industries were increased.

In Racine a plant manufacturing automobile tires resumed operations, giving employment to 300 workers.

A Janesville automobile assembling plant which has been operating on a seasonally curtailed basis increased its force to approximately 2,800 men.

Illinois

In Illinois, while the iron and steel mills continued on somewhat curtailed schedules, large orders have recently been received, and an increase in production and employment is expected in the near future.

Chicago showed a marked improvement in the steel industry, and these mills were running on increased production schedules.

Massachusetts

Massachusetts reported reduced operations in the rubber industry. At New Bedford two tire-fabric plants continued overtime schedules. Haverhill reported one plant manufacturing automobile bodies closed, releasing approximately 750 men. At Springfield, however, one plant manufacturing automobile tires and tubes worked with a night shift engaged.

New York

New York's automobile plants and allied factories reported a gradual increase in production schedules and many furloughed workers were re-employed. In New York city proper, employment in plants manufacturing automobile accessories and parts, machinery, electrical apparatus, and other miscellaneous metal products showed some improvement, though many of these plants still operated with curtailed forces.

Jamestown plants that were closed for inventory taking have not yet resumed usual operations, notably plants manufacturing automobile parts. In Elmira the automobile and fire engine industries and foundries and machinery plants continued part-time operations.

New Jersey

New Jersey plants manufacturing automobile accessories, rubber tires and rubber products operated part time with curtailed forces.

Newark's industrial activity continued below normal. Curtailment in production schedules was quite general. At Trenton the temporary closing of one department in a rubber manufacturing establishment released about ninety men.

Pennsylvania

Pennsylvania iron and steel mills reported an upward trend in both production and employment the latter part of the month. There was an increase in employment in plants manufacturing automobile accessories, but normal production schedules and forces have not yet been resumed.

Philadelphia plants manufacturing automobile accessories are gradually emerging from the dullness that has prevailed in this industry for the past few months, and a further increase in employment is expected in the next thirty days.

Pittsburgh units of the iron and steel industry operated at a low level during the early part of the month, although some improvement was noticeable toward the latter part of January and a further improvement is expected.

N. J. EXPRESS HIGHWAY WOULD COST $20,000,000

Trenton, N. J., Feb. 13.—An express highway from Camden to Atlantic City, with no cross traffic, is planned by two companies sponsoring the toll road bill introduced by Assemblyman Altman of Atlantic City. The project will cost $20,000,000. Percy Ingalls, president of Ingalls & Este, Inc., of New York, and Donald M. Hapburn, president of the Amiestie Company of America, are sponsors for the measure.

The bill, Assembly 294, empowers corporations to acquire land for a highway not to exceed 200 feet in width.

G. M. Earns Billion Net on Common in Last Decade

(Continued from Page 1)

age for the first time in 1925, the dividend payments neared the average for the first time in that year, the total declaration amounted to $61,935,221.

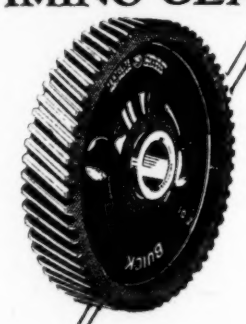
In this dividend compilation, the dividends declared in each calendar year are used rather than the actual payments made.

Dividend payments to the holders of the preferred and debenture stocks were also heavy, although amounting to less than one-tenth of those to owners of the common. The total on the preferred and debenture stocks for the ten years was $75,697,717, an average for the period of $7,569,771.

Reflecting the extremely efficient management of General Motors over the ten-year period is the fact that the $1,023,681,883 was earned on the common stock from total net sales for the period of $8,623,589,495. Thus it is seen that the corporation has been able to convert 11.8 per cent. of its net sales into net income on the common stock.

Net sales averaged $862,358,949 per year over the ten years under review, which average amount was approached for the first time in 1925, when the net sales amounted to $734,592,593. The net sales in 1929, not yet available, are estimated at $1,500,000.

TEXTOLITE
TIMING GEAR



After 40,000 miles, what?

Is the front end quiet?

Is the timing still correct?

The engineer may suspect, but the service man *knows*, that after many thousands of miles a good gear timing drive with Textolite gears will be as good as ever.

830-75

Join us in the General Electric Hour, broadcast every Saturday at 9 P.M., E.S.T. on a nation-wide N.B.C. network

GENERAL ELECTRIC

General Electric Company, Schenectady, N. Y., Sales Offices in Principal Cities

To Tell the WORLD Tell the TRADE

Advertise to the Trade in All Automotive Papers

1. It helps your own dealers
2. It helps you to get new dealers
3. It sells more goods for you

If you want to tell your sales story to Automotive Manufacturers, Wholesalers and Retailers of vehicles, high grade Jobbers—use

Automotive Daily News

H. A. Tarantous, *Bus. Mgr.* Graybar Building, New York City

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W. R. Cotton, Mgr.
333 No. Michigan Ave.
Chicago, Ill.

DETROIT OFFICE
Geo. M. Slocum, Mgr.
Fisher Building
Detroit, Mich.

NEW YORK OFFICE
J. Edward Schipper
Eastern Manager
Graybar Building

BOSTON OFFICE
Metz B. Hayes, Mgr.
Little Building
Boston, Mass.

PACIFIC COAST
Blanchard, Nichols & Coleman
Am. Nat. Bank Building
San Francisco, Cal.

NEWS WHEN IT IS NEWS

Automotive Daily News

"Of, By and For the Entire Automotive Industry"

AUTOMOTIVE DAILY NEWS PUBLISHING CORPORATION,
350 Hudson St., New York, N. Y.
O. J. Elder, President. H. A. Tarantous, Vice-President. Alexander Johnston, Secretary.

Entered as second-class matter August 27, 1925, at the post office at New York, N. Y., under the Act of March 3, 1879.

Circulation—Net paid Average over 10,000 daily guaranteed.
Member A. B. C.

FRIDAY, FEBRUARY 14, 1930

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Harry A. Tarantous, Business Manager. J. Edward Schipper, Eastern Manager. George M. Slocum, Manager Detroit Bureau, 427-8 Fisher Building, Detroit, Mich., phone Empire 3500; Willard R. Cotton, Western Manager, 333 North Michigan Ave., Chicago, Ill., phone Central 5936; Metz B. Hayes, New England Manager, Little Building, Boston, Mass.; Blanchard, Nichols & Coleman, American National Bank Building, San Francisco, Cal.; Lincoln Building, Los Angeles, Cal.; 1037 Henry Building, Seattle, Wash.; Philadelphia Office, 15th and Cherry Streets. Address ALL advertising and business correspondence to 2716 Graybar Building, New York City.

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1926 Broadway, New York, N. Y. Telephone TRAfalgar 4500
Subscription Rates—One year, $12.00, two years, $20.00, for United States and Canada. To Foreign Countries—One year, $15.00; two years, $26.00. Single copies, 10 cents.

Good Boy, Roy!

ONE of the most remarkable commentaries on the changing tides in the automotive industry that we have noticed was contained in a recent advertisement of the Auburn Automobile Company, which appeared in The Automotive Daily News. This piece of "ad copy" bore the signature of R. H. Faulkner, vice-president in charge of sales for Auburn, and it had to do with the dealer who contemplates changing his franchise; shifting from selling one car to another make.

We are going to quote part of the advertisement: "First give a great deal of consideration to what you have invested in your present franchise. Ask yourself what it will cost you to make the change. Think of the number of people in your community to whom you have already sold or tried to sell your present line.

"For instance, suppose you are considering changing over to the Auburn franchise. We suggest that you go to your local banker. Review with him the progress of Auburn during the past five years. Weigh particularly the policies and success of Auburn's management. Study the figures of Auburn's gains. Investigate Auburn's financial strength and production resources.

"Next get in touch by person or letter with other dealers who have been handling the Auburn line. Ask them what success they have had. Ask them how many used cars they have. Ask them how they avoid throwing away their new car profits by buying their used cars right."

If we were asked to advise a dealer who contemplated making a change exactly what steps should precede shifting his line, we would advise him to do exactly what this advertisement suggests with respect to the line under consideration. Conceivably a banker going over the matter with a dealer already handling another line might show him that while the Auburn is an excellent line, and while he would probably make money in handling it, his investment in his present product might make the change inadvisable. Obviously Mr. Faulkner realized that when he wrote the advertisement. Also obviously the Auburn organization does not want to persuade dealers to shift to its line unless the change is to their economic advantage.

What a change in sentiment this represents from the days when selling motor cars was "the automobile game." The dealer who thought he was playing a game would be little interested in the advice of his banker or in analyzing his present position and his future chances with another make. The man who would heed the advice given him in Mr. Faulkner's advertisement would be a merchant handling automobiles, not a flighty person playing a game. The far-sighted manufacturer today wants to attract dealers, but he wants dealers who are merchants, not game players.

We congratulate Mr. Faulkner and Auburn on having given the industry a thoughtful and constructive document for dealer study.

With the Opel Works in Germany planning on production of a car to sell at $475, Europeans are going to get some glimmering of what motor transportation means in the American sense. Given prices proportionately as low as they are in this country, residents of European countries will begin using motor transport as we use it here. Such transport will come down out of the luxury class and into the category of economic necessity, exactly as it is in the United States. What this change will mean for the development of Europe we can only dimly sense, but it will be a tremendous influence in the future advancement of the Old World.

Quota Board Registers Salesmen's Success

MOTOR car makers, dealers, distributors and salesmen have many and varied methods of digging up prospects and disposing of their wares, but it is rare indeed where all these taken as a whole, will agree on any single method of obtaining or handling a prospect until the actual sale is made.

An establishment where this is done successfully is that of Breay-Nash Motors, Ltd., of Toronto, Ont.

Breay-Nash, like most other dealers, has its show room display, and each salesman is allotted so many floor periods each week, with both day and night shifts employed. Only a small percentage of prospective buyers are picked up in this way, however, and sales resulting from floor periods are almost negligible.

* * *

THE most successful method used by the company is that of salesman canvass. Salesman, in order to get prospects, is required to make a number of calls each day. The arrangement is that each salesman should make at least five canvass phone calls per day and a like number of personal calls at offices or residences where a prospective buyer might be met. He is also supposed to call upon at least three owners a day, as owners of the particular car one is handling are usually the best source of good prospects.

Another method used by this company is the "Booster System." This requires the salesman to call on employees of garages and service stations and line these up to work with him in getting prospects. The booster system also takes care of the outsider, who digs up a prospect from which a sale ultimately results. The booster who is instrumental in selling a new car is paid $20 and on a used car sale $10, thus stimulating outside interest.

* * *

IN the salesroom is posted what is know as a quota board, on which all phone calls, canvass calls and owner prospect calls are registered. This board is used to prove the old rule that if a salesman makes his share of all these calls and the usual law of averages works out, he is bound to get prospects and make sales.

There is also a registration system for salesmen. That is, if a salesman has a red hot prospect, he registers his name and address in the office to protect him, so that should the prospect come to the salesroom in his (salesman's) absence and buy, the salesman that has been on the case gets full credit for sale.

In addition to the various methods of discovering a prospect and working up to a sale, a salesmen's meeting is held every day or so, when anything new that might develop is discussed, and if a salesman has a suggestion regarding some new method of approach to propose this is taken up for the benefit of the staff as a whole.

Associate Salesmen Boost Sales for This De Soto Dealer

EMPLOYMENT of associate retail salesmen engaged in other lines of business has proved satisfactory for H. A. Barnard, Inc., of Oklahoma City. Plans to extend this practice are now being formulated. H. A. Barnard, Inc., is one of a selected group of De Soto dealers which are testing out this new idea in sales building.

H. A. Barnard said this week, after a meeting of his 100 associate salesmen, that plans for closer contacts with these men and women of every walk of life are being made. At present each retail salesman has under his jurisdiction a group of associate salesmen.

These men have yielded an average from ten to fifteen "real prospects" weekly, Barnard said, and with proper encouragement these could be increased, he believes.

* * *

BARNARD has made a careful study of merchandising automobiles and predicts that within a few years the average retail dealer will operate with a small group of retail salesmen, used only to close sales, while the prospects will be obtained through associate salesmen or a similar set-up.

Men and women in filling stations, service garages, stores, offices, schools, in fact, in any place where they contact the public, are used by Barnard as associate salesmen. They are furnished with complete information on the line of automobiles and cards which are mailed in with information on the prospects. If a sale results, the associate salesman receives a check immediately for his commission—$10 in the case of the Oklahoma City dealer.

* * *

BARNARD believes in varying the plan somewhat, offering special bonuses to associate salesmen to move out certain models, or to those obtained prospects who have no trade-in

His sales manager, J. S. Pirie, does not come in direct contact with the associate salesmen. The associate's work is handled through the retail salesman to whom he is assigned.

"These associate salesmen," said Barnard, "are turning in prospects to such an extent that our sales force is continually kept busy with real live buyers, which is the greatest inspiration that a salesman can have to achieve big results."

De Soto is testing out the idea among a selected group of dealers capable of putting it to a fair and impartial examination. Barnard instituted it last fall, with the aid of a factory expert, who spent several days here interviewing prospects and later conducting a school of instruction for the associates.

CHICAGO YELLOW CAB CO. 1929 EARNINGS TOP 1928

Chicago, Feb. 13.—The preliminary report of the Chicago Yellow Cab Company for the year ended December 31, 1929, shows net profit after charges and Federal taxes of $2,490,340 but before special write-off of $706,340 for obsolescence of equipment applicable to previous years. Including this item, as a charge against 1929 earnings, net profit was $1,785,000, equal to $4.46 a share on 400,000 shares of capital stock outstanding, compared with net profit after charges and Federal taxes, but before non-recurring income of $212,964 representing refund of prior years' taxes, amounting to $1,619,622, or $4.04 a share in preceding year.

COMING EVENTS

FEBRUARY

8-15—Albany, N. Y. Automobile show at State Armory.
8-15—Akron, O. Automobile Show.
8-15—Los Angeles, Cal. Automobile Salon
8-15—Kansas City, Mo. Automobile show.
8-15—Allentown, Pa. Lehigh Auto Trade Association Automobile Show
8-15—Jacksonville, Ill. Automobile Show.
10-15—Denver, Col. Automobile show.
10-15—Richmond, Va. Automobile Show.
10-15—Bridgeport, Conn. Automobile Show.
10-16—Sheboygan, Wis. Automobile Show
11-12—Sacramento, Cal. Automobile Show.
11-15—Spartanburg, S. C. Automobile Show
11-16—Tacoma, Wash. Automobile Show at Armory.
11-16—Kenosha, Wis. Automobile Show.
12-15—Rock Island, Ill. Automobile Show.
12-15—Mankato, Minn. Automobile Show.
12-16—Peoria, Ill. Automobile Show at Armory.
13-15—Dansville, N. Y. Automobile Show.
13-15—Eugene, Ore. Automobile Show.
13-15—Ansonia, Conn. Automobile Show
15-22—Indianapolis, Automobile Show.
15-22—Trenton, N. J. Automobile Show.
15-22—Providence, R. I. Automobile show.
15-22—Canton, O. Automobile Show.
15-22—Red Bank, N. J. Monmouth County Automobile Show.
17-22—Omaha, Neb. Automobile Show.
17-22—Duluth, Minn. Automobile Show.
17-22—Waterbury, Conn. Automobile Show
19-22—Watertown, N. Y. Automobile Show.
19-22—Bloomington, Ill. Automobile Show.
20-22—Holyoke, Mass. Automobile Show.
20-22—New Ulm Minn. Automobile Show.
21-Mar. 1—Altoona, Pa. Automobile Show.
22-Mar. 2—Los Angeles, Cal. Automobile Show.
24-March 1—Camden, N. J. Automobile Show.
24-March 1—Des Moines, Ia. Automobile Show.
24-March 1—Fall River, Mass. Automobile Show.
25-March 1—Oil City, Pa. Automobile Show.
25-Mar. 1—Evansville, Ind. Automobile Show at Memorial Coliseum.
25-March 2—Seattle, Wash. Automobile show.
27-29—New Castle, Pa. Automobile Show.
27-Mar. 1—Albuquerque, N. M. Automobile Show.
27-Mar. 1—Calgary, Alberta. Automobile Show

MARCH

3- 7—Boston, Mass. Automobile Salon of fine cars.
8-16—Spokane, Wash. Dealers' Progressive Automobile Show.
11-15—Houston, Tex. South Texas Automobile Show.
12-14—Enid, Okla. Farm Machinery and Tractor Show.
13-15—Moline, Ill. Automobile Show.
15-20—New Orleans, La. Automobile Show.
16-30—Nice, France. Automobile exhibition.
20-22—Muncie, Ind. Automobile Show.
24-28—Lincoln, Neb. Automobile Show.
27-29—Elkins, W. Va. Automobile Show.

APRIL

12-27—Milan, Italy. Italian International Automobile Show.
24-25—Cleveland, O. National Petroleum Association meeting.
28-May 3—Henderson, N. C. Automobile Show.

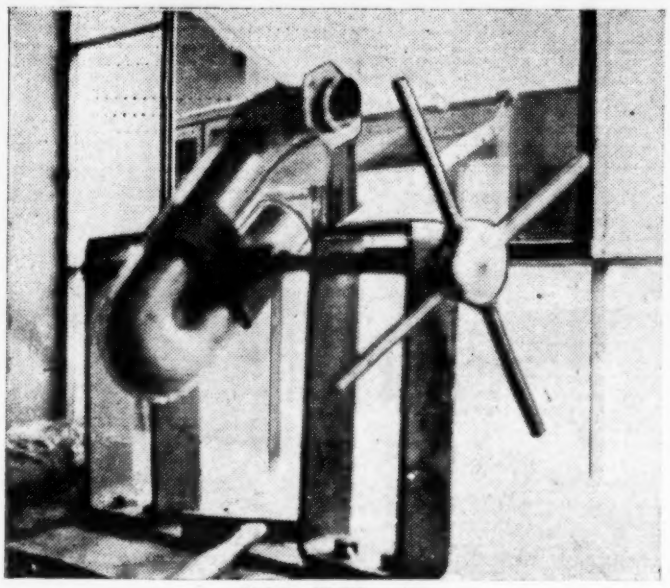
Tru-Loc Fittings eliminate the personal element in cable connections. The bored-out fitting is slipped over the cable-end and cold-flowed (machine processed) onto the cable.

Note how the interstices of the Cable are filled with the metal of the fitting. Tru-Loc Fittings and Tru-Lay cable for automotive and aviation uses are growing by leaps and bounds. Get all the facts. Address:

AMERICAN CABLE COMPANY,
Incorporated
An Associate Company of the American Chain Company, Inc.
3-111 General Motors Building, Detroit, Michigan
Executive Offices: New York Central Building, 230 Park Avenue, New York, N. Y.

TRU CABLE LAY
TRU FITTINGS LOC
TRU BRAKE CONTROL STOP

Production -- Engineering -- Factory



Simple Welding Jig

Simple Jigs Speed Welding Operations

MODERN industry is constantly increasing its use of the oxy-acetylene process for the mass production of metal products. Much of this welding is done in jigs, which thus become an important item of plant equipment. Economy, speed, standardization of the product, and a regularity of the welding operation are the principal advantages that are gained by the use of the jig.

In designing a jig to fit a special application of welding all the following items should be kept in mind as the basis for the ideal welding jig and as many as possible of these features should be included in its makeup.

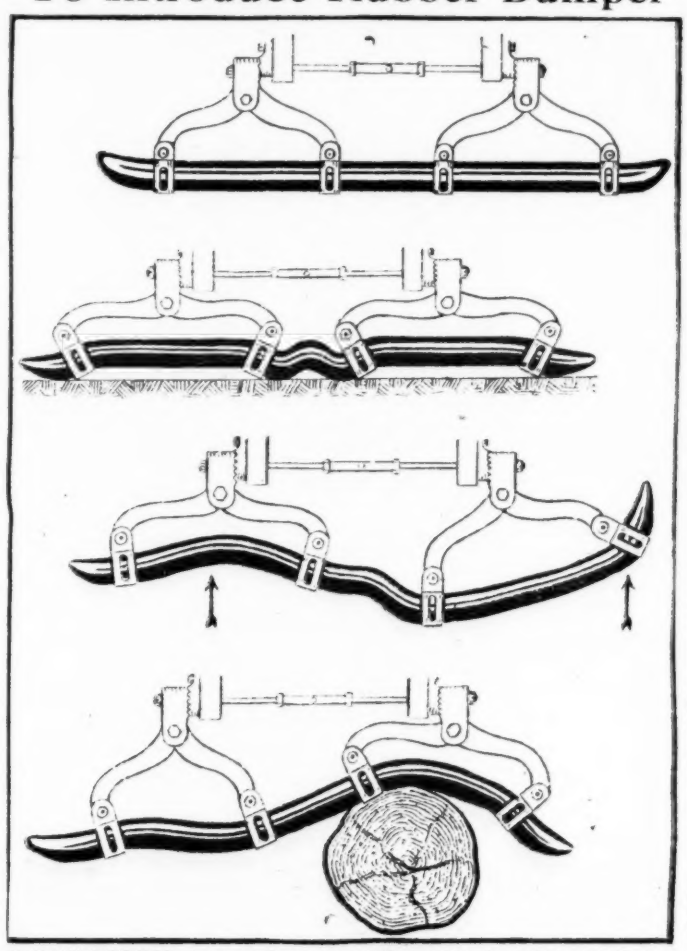
An efficient welding jig should:

1. Hold the work pieces positively in position.
2. Be made so that the work can be quickly inserted and removed.
3. Make impossible the insertion of the work piece in any, but correct position.
4. Provide devices for rapid and steady clamping and adjusting without undue effort.
5. Allow no spring in the work piece from clamping operations.
6. Allow no buckling, warpage, or other distortion from expansion or contraction due to the heat of the blowpipe.
7. Permit inspection of the weld if necessary.
8. Be easily cleaned, and have faces which will hold without marring the work.
9. Be as light as is consistent with the rigidity and strength necessary in such equipment.
10. Be easy to handle and not unwieldy.
11. Be safe under any and all circumstances.
12. By its construction or location, permit the welder to work without any undue inconvenience or unnecessary fatigue.
13. Be movable, if possible, so that all welds can be made in a horizontal position.

The movable jig shown in the accompanying illustration is a typical revolving jig of simple design. This jig is used in an automobile factory in the fabrication of heaters. The two parts of the heater are put in the jig, which is counterbalanced to hold it in position. After welding, the jig is turned over and the second seam is welded in the horizontal position.

Although welding jigs vary in design from the simple type illustrated to structures that are quite intricate all welding jigs have a common purpose, that of expediting and simplifying a specific welding operation.

To Introduce Rubber Bumper



A NEW RUBBER bumper for automobiles which is said to dissipate the blow of a collision laterally, thus protecting the frame and occupants of the car, is being introduced in New York by Capt. Franzcarl Schleiff of Germany. The bumper consist of a heavy three-inch bar of rubber carried in twin sets of scissors-like arms at the front of the car. The scissors-arms are set at such an angle as to cause them to spread laterally when the bumper comes into contact with a solid object. The spreading of the scissors is counteracted by the elasticity of the rubber bar, and this combination of forces is said to stifle the impact blow without transmitting it to the frame

AVIATION BOOKLET ISSUED BY FAFNIR

A new booklet, bearing the title "Fafnir Ball Bearings for Aircraft," has just been issued by the Fafnir Bearing Company, of New Britain, Conn., for distribution among the aviation industry.

The publication calls attention to the rapidly increasing use of ball bearings during the past few years in connection with airplane control mechanism as an added safety medium and explains in great detail the various ways in which they have been used.

Charts and data sheets explaining the advantages of ball bearings with relation to control mechanism, airplane wheels and other integral parts of the modern airplane, formulate the principal chapters of the booklet. It contains much new information of value to the modern airplane manufacturer.

DURANT NAMES NEW BALTIMORE DISTRIBUTOR

Detroit, Feb. 13.—The Motor Sales Company, owned by R. M. Stein, has been appointed Durant distributor for Baltimore, Md., and a surrounding territory in which are located fourteen well established Durant dealers, it has been announced by R. T. Hodgkins, general sales manager of Durant Motors.

CLASSIFIED ADVERTISEMENTS IN THE AUTOMOTIVE DAILY NEWS BRING RESULTS

SELL NEW CARS IN 1930!

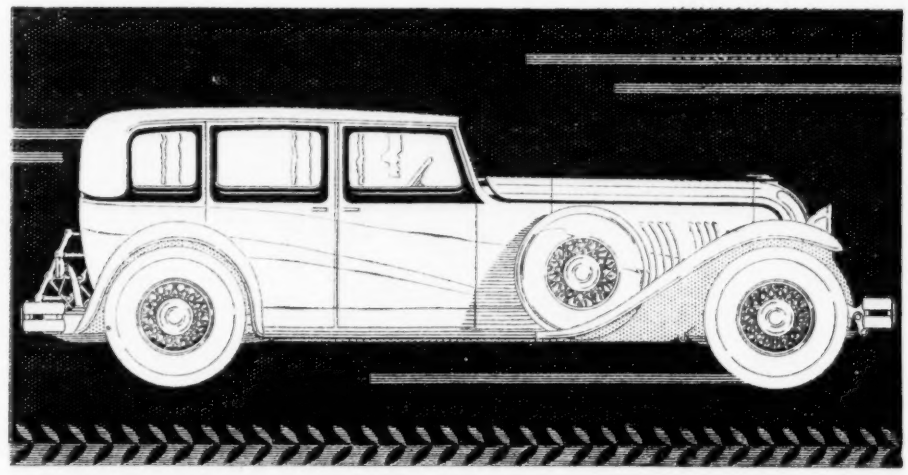
DON'T BUY USED CARS!

We have a real money-making proposition now on present 1930 Gardner cars. Wire or write for details.

In the United States there are some 60,000 dealers competing against one another with cars that are very similar in design, mechanical principle and price, the one big factor in the sale being—how much you can allow for the old car.

You won't have to pay fancy prices for used cars to do business on the new Gardner Front Wheel Drive. The thousands of buyers who will demand it will have nothing else, because, in appearance, mechanical design and price, it's the only car of its kind.

The Gardner Motor Company, Inc., St. Louis, U.S.A.



THE NEW GARDNER

FRONT WHEEL DRIVE

THE ONLY FRONT WHEEL DRIVE IN THE $2,000 FIELD

SEE OUR NEXT MESSAGE ON WEDNESDAY, FEBRUARY 19th, THIS PUBLICATION

NEW ORLEANS SETS NEW SALES RECORD

January Deliveries Top Best Previous January; February Strong

NEW ORLEANS, Feb. 13.—Although higherpriced units and some of the medium-priced cars were below normal, January deliveries in New Orleans set a new record for the month and exceeded the past few months by a wide margin.

Deliveries by dealers here during January totaled 1,014 units, as compared with 858 for the same month of 1929 and 608 for December. It also exceeded November deliveries, which reached 841 units.

Nash continued in third place with Dodge, Buick, Pontiac and Oldsmobile next in the order named. Ford led Chevrolet by approximately 25 per cent. Passenger car sales totalled 906 and commercial cars 108.

Many dealers report as many sales made during the first week of February as were made during the entire month of January. Both Chevrolet and Ford established new high marks for deliveries here during any January. Chevrolet sales were up 60 per cent. with almost as high a percentage of increase over 1929 for the territory comprising this zone. Sales for Chevrolet cars and trucks totaled 322 with Ford dealers reporting 522 to the factory branch here. Chevrolet deliveries for the territory totaled 1,600 units.

Dealers of New Orleans believe this wave of buying in the lower-priced brackets will extend rapidly t othe popular-priced and higher-priced units. Sales thus far during February tend to bear out this belief.

Car registrations for January follows:

Auburn	3
Buick	24
Cadillac	1
Chevrolet	275
Chrysler	9
De Soto	3
Dodge	31
Erskine	2
Essex	9
Ford	397
Gardner	2
Graham	10
Hudson	7
Hupmobile	7
LaSalle	1
Lincoln	1
Marmon	2
Marquette	2
Nash	33
Oakland	4
Oldsmobile	17
Packard	1
Plymouth	14
Pontiac	22
Reo	2
Roosevelt	2
Studebaker	12
Whippet	8
Willys-Knight	8
Willys-Six	7
Total	906

Trucks

Chevrolet	47
Ford	52
G. M. C.	1
International	5
White	2
Willys-Knight	1
Total	108
Grand Total	1,014

DEALER DOINGS

Hartsville, S. C., Feb. 13.—Carl McDonald has been appointed Buick and Marquette dealer for Darlington and Chesterfield counties, with headquarters at Hartsville. The appointment was announced by Lee A. Folger, zone manager of the Buick Motor Company in the two Carolinas.

Enfield, N. C., Feb. 13.—The Acme Chevrolet Company, local Chevrolet dealer, has been incorporated here with an authorized capital of $50,000. The incorporators are Watson M. Sherrod, Mrs. Ruth W. Sherrod and Robert W. Baugham, all of this city.

Twin Falls, Utah, Feb. 13.—The Union Motor Company, Ford dealer here, is now located in its new garage on North Main Street and the Old Oregon Trail.

Milwaukee, Wis., Feb. 13.—Increased business has necessitated the moving of the Auburn Wisconsin Company, Wisconsin and upper Michigan distributor of the Auburn, Cord and Duesenberg, from 542 Van Buren St. to 155 East Wells St.

Coming Automobile Shows

Akron, O.—At Goodrich Building.....Feb. 8-15
Albany, N. Y.—Albany Automobile Dealers' Association, State Armory.....Feb. 8-15
Albuquerque, N. M.—At Armory.....Feb. 27-March 1
Allentown, Pa.—Lehigh Auto Trade Association.....Feb. 8-15
Altoona, Pa.—At Allegheny Furnace.....Feb. 21-Mar. 1
Ansonia, Conn.—Ansonia, Derby, Shelton and Seymour Automobile Dealers' Association, State Armory.....Feb. 13-15
Bloomington, Ill.—At Coliseum.....Feb. 19-22
Bridgeport Conn—At Armory.....Feb. 10—15
Calgary, Alberta.....Feb. 27-March 1
Camden, N. J......Feb. 24-March 1
Dansville, N. Y.—At Opera House.....Feb. 13-15
Denver, Col.—At Denver Auditorium.....Feb. 10-15
Des Moines, Ia......Feb. 24-March 1
Duluth, Minn.—Head of the Lakes Automotive Trade Association, Armory.....Feb. 17-22
Elkins, W. Va.—At Elkins Garage.....March 27-29
Enid, Okla.—Farm Machinery and Tractor Show.....March 12-14
Eugene, Ore......Feb. 13-15
Evansville, Ind.—Automobile Dealers' Association, Memorial Coliseum, 19th Annual.....Feb. 25; March 1
Fall River, Mass......Feb. 24-Mar. 1
Henderson, N. C......Apr. 28-May 3
Holyoke, Mass......Feb. 20-22
Houston, Tex.—South Texas Show.....March 11-15
Indianapolis, Ind......Feb. 15-22
Jacksonville, Ill......Feb. 8-15
Kansas City, Mo.—At American Royal Building.....Feb. 8-15
Kenosha, Wis......Feb. 11-16
Lincoln, Neb.—At University of Nebraska.....March 24-29
Los Angeles, Cal.—Los Angeles Motor Car Dealers' Association, Feb. 22-March 2
Mankato, Minn......Feb. 12-15
Milan, Italy.....April 12-27
Moline, Ill......Mar. 13-15
Muncie, Ind.—At North Walnut Street Field House.....Mar. 20-22
New Castle, Pa.—In the Cathedral.....Feb. 27-29
New Orleans, La......March 15-20
New Ulm, Minn.....Feb. 20-22
Nice, France.....March 16-30
Oil City, Pa......Feb. 25-Mar. 1
Omaha, Neb.—Automobile Trade Association, Ak-Sar-Ben Coliseum, Feb. 17-22
Peoria, Ill.—Automotive Dealers Association, Armory.....Feb. 12-16
Providence, R. I.—At Cranston Street Armory.....Feb. 15-22
Richmond, Va.—At Mosque.....Feb. 16-15
Red Bank, N. J.—Monmouth County Automobile Show at Armory, Feb. 15-22
Rock Island, Ill.—At Boone Building.....Feb. 12-15
Seattle, Wash.—Automobile Show and Transportation Pageant, Civic Auditorium.....Feb. 25-March 2
Sheboygan, Wis......Feb. 10-16
Spokane, Wash.—Dealer's Progressive Show.....March 8-16
Tacoma, Wash.—Automobile Dealers' Association, at Armory, Feb. 11-16
Trenton, N. J.—At Armory.....Feb. 15-22
Waterbury, Conn.—At State Armory.....Feb. 17-22
Watertown, N. Y......Feb. 19-22

Personal Briefs

Pittsburgh, Pa., Feb. 13.—J. G. Carr has joined the staff of Frank D. Saupp, Inc., Dodge distributor, as wholesale manager.

Louisville, Ky., Feb. 13.—G. Breau Ballard, distributor for Studebaker in this city, with Mrs. Ballard has left for Nassau, there to join Mrs. Ballard's parents, Mr. and Mrs. Frederick Fish, on their yacht for a cruise in the Florida waters. Mr. Fish is chairman of the board of Studebaker.

Milwaukee, Wis., Feb. 13.—Grover W. Robertson, 46, branch manager of the General Motors Truck Company, died February 5 at a local hospital, following an operation.

Evansville, Ind., Feb. 13.—C. A. Hoy, formerly with the R. B. Webster Company, GMC truck distributor, has been engaged as manager of the truck sales department, McHenry-Stark Motor Company, Chevrolet dealer.

Pittsburgh, Pa., Feb. 13.—C. A. Rehtmeyer, Inc., Alleghany county distributor for Oakland and Pontiac, has a new service manager, Earl B. Ritts, who was formerly associated with the Oakland Motor Car Company as service supervisor in this zone.

Atlanta, Ga., Feb. 13.—Milton C. Riley has been appointed vice-president and general manager of the Jack Phinizy Motor Company, state distributor for Auburn and Cord automobiles. He has been connected with the automobile business here since the close of the World War.

Spokane, Wash., Feb. 13.—Harry Heylman, manager of the Spokane Automobile Dealers' Association, has been chosen to manage the annual automobile show here March 8-16.

CUMULATIVE NEW PASSENGER CAR

States	Auburn	Austin	Black Hawk	Buick	Cadillac	Chevrolet	Chrysler	Cord	DeSoto	Dodge	Durant	Elcar	Erskine	Essex	Ford	Franklin	Gardner	Graham	Hudson	Hupmobile	Jordan	La Salle
Illinois	49		9	746	41	3140	229	15	199	396	108		48	305	4280	42	5	137	161	171	8	98

CUMULATIVE NEW PASSENGER CAR

Some of this data has been published previously, but it is

Returns for today:

States	Auburn	Black Hawk	Buick	Cadillac	Chevrolet	Chrysler	Cord	DeSoto	Dodge	Durant	Elcar	Erskine	Essex	Ford	Franklin	Gardner	Graham	Hudson	Hupmobile	Jordan	La Salle	Lincoln
Alabama	2	1	71	4	732	54		23	58	4		13	72	1669	1	1	35	28	12			1
Arizona			46		225	26		30	22	16		4	6	347	3		27	6	24		4	
Arkansas			3		54	4		2	16	1			3	77								
California	30	5	871	99	1271	308	12	288	575	241		13	414	3824	57	12	199	237	183	5	118	30
Colorado	7	2	64	3	108	24		12	31	24			31	234	4		12	11	28		3	
Conn'ticut	14	1	55	23	182	46		43	214	6		7	74	273	10	3	34	23	36	2	20	6
Delaware	3		20	8	60	5		7	7	8			12	146				4	10		7	
Florida	7		111	9	581	55	2	18	53	3		1	76	1093	3		42	48	26	1	27	1
Idaho	4		15		149	4	1	5	41	14			9	258			7	2				
Illinois	23	3	246	50	542	157	15	65	467	35	8	3	189	1372	31	4	65	123	91	2	67	46
Indiana	19	4	137	11	1046	67	4	54	299	28	11	18	200	1773	3		39	83	41	1	16	8
Kansas	5		102	2	614	11		30	99	32		5	96	1405			20	37	8		1	
Louisiana	4		53	7	476	23		48	54	3			36	778	2	2	23	12	36		7	2
Maine			12	2	29	4			10	3			11	46			1	4	1		2	
Maryland	4	1	91	16	383	66		32	93	23		1	113	776	2	1	43	35	51		11	1
Mass'setts	9	5	152	25	302	86	4	35	235	32	4	4	188	740	27	1	36	53	61	9	34	4
Michigan	11		489	74	1399	129	3	103	516	83		15	486	3483	14	2	163	244	133	11	43	36
Minn.		1	47	3	407	37		26	51	41		3	59	771	1		10	17	9		8	1
Miss'ippi			72		454	28		18	26	9		5	10	967			15	3	16		2	1
Missouri	5	2	131	11	598	33	1	26	365	45		4	106	1207	17	3	51	16	42		19	5
Montana			4		24	3		2	2	2			2	40			1		2			
Nebraska	1		55	2	611	41		11	100	25		2	35	927	2	1	21	14	12		3	1
Nevada			12		16	2	1	1	18	3			4	19			4	4	1		1	3
N. Hamp.	1		9		19	5		3	12	5			11	59	3		2	5	1		1	
N. Jersey	5		67	14	136	46	2	17	107	7		2	43	260	5		8	14	26	1	22	5
N. Mexico	1		14		249	13		10	6	6			4	175			4				1	1
New York	47	1	579	101	506	227	13	104	374	61	15	27	261	1325	46	6	126	114	151	22	90	24
N. Ca'lina			89	8	908	115	1	46	149	30		2	101	1684	8		28	43	12		9	4
N. Dakota			1		49	2		1	2	3			2	111			1	1	1			
Ohio	71	5	451	58	2370	270	9	213	548	207	1	23	831	4817	39	4	182	262	211	20	53	28
Oklahoma	6		221	8	1173	55	2	46	363	23		4	54	2090	4		34	14	31		18	2
Oregon	3		103	4	287	48		36	105	60		6	41	685	5	4	27	16	16	1	2	1
Pennsy	96	3	610	92	1663	441	6	229	720	185	9	13	649	3361	51	9	259	231	225	27	131	23
Rh. Island	4		41	9	59	23	1	31	28	9	2	1	15	88	4		12	5	4		9	2
S. Ca'lina			25		342	12		13	13	1		2	15	491	1		3	2	5			
S. Dakota	2		14		202	8		6	30	11			15	339			7	6	16			
Tennessee	1		5		132	9		7	54	4		7	19	224			8	2	2		4	
Utah	2	1	4		63	5		8	18	8			19	171	2		7	9	7			
Vermont	1		2		11	3		1	11				6	60			1	2				
Virginia	4		96	7	742	50	31	121	28			2	124	1351	6	1	30	52	43		11	6
Wash'ton	23	1	190	13	491	159	2	108	196	134		7	181	1530	23	1	68	50	69	5	16	5
W. Va.	4	2	50	4	343	40		32	107	15		3	110	578	4		49	20	26	2	3	3
Wisconsin	2	1	129	13	483	53	4	30	291	23		8	93	852	3		27	49	32	3	16	4
Wyoming			39	1	120	12	1	3	21	1		2	18	171	1		4	4	12		1	
Dis. of Col.	8		32	5	125	28		9	42	8		1	35	319	3		29	18	13	1	0	7
Total...	429	39	5630	686	20736	2837	115	1953	6577	1482	50	208	4879	42966	385	55	1764	1933	1726	113	826	277

Figures in this table are from R. L. Polk & Co. of Detroit, with the exception of Illinois, which are supplied by the Robinson Advertising desiring county, city or town lists, or lists of owners in any given

Automotive Stock Statistics

(Corrected Daily From Automotive Daily News Records.)

	Shares Authorized	Shares Outstanding	Par Value	Dividend	1929 Earnings Per Share	1928 Earnings Per Share
PASSENGER CAR COMPANIES						
Auburn	500,000	166,329	None	†4.00	21.23	10.77
Chrysler	6,000,000	4,452,615	None	3.00	* 5.55	6.79
Durant	3,000,000	1,852,419	None	None	...	...
Franklin	600,000	299,375	None	2.00	2.46	2.66
Gardner	300,000	300,000	5.00	None	...	...
General Motors	75,000,000	43,500,000	10.00	†3.00	* 4.96	6.14
Graham-Paige	2,500,000	1,726,541	None	None	* .65	.41
Hudson	2,000,000	1,596,660	None	5.00	7.26	8.42
Hupp	2,000,000	1,440,317	10.00	†2.00	* 2.25	8.12
Jordan	500,000	450,000	None	None	* .29	...
Marmon	400,000	260,000	None	4.00	† 2.59	6.01
Moon	400,000	400,000	None	None	...	...
Nash	2,730,000	2,730,000	None	6.00	6.06	7.63
Packard	25,000,000	15,000,000	None	1.00	** 1.68	**1.45
Peerless	400,000	258,589	50.00	None	...	...
Pierce-Arrow A	197,250	197,250	None	None	* 3.72	...
Reo	2,000,000	2,000,000	10.00	† .80	* 1.05	2.54
Studebaker	2,500,000	1,960,178	None	5.00	* 6.72	7.16
Stutz	400,000	400,000	None	None	...	...
Willys-Overland	3,000,000	3,000,000	5.00	†1.20	* 1.35	2.09
MOTOR TRUCK COMPANIES						
Amer.-La France	750,000	609,300	None	None	...	.01
Brockway	500,000	219,081	None	3.00	†† 2.41	4.53
Checker Cab Mfg.	500,000	375,000	None	4.20	* 9.43	2.04
Federal	500,000	499,543	None	.80	†† .63	1.13
Mack	1,000,000	755,625	None	6.00	* 7.85	7.83
White	1,000,000	600,000	50.00	2.00	†† 1.75	2.45
Yellow	1,300,000	1,300,000	None	None	* .05	Nu
ACCESSORY AND EQUIPMENT COMPANIES						
American Bosch	250,000	207,399	None	None	* 4.47	5.02
American Chain	357,143	250,003	None	3.00	5.28	Nil
Bendix Aviation	3,000,000	2,115,000	None	2.00	* 3.26	4.44
Bohn Al. & Br.	375,000	352,198	None	†3.00	7.43	9.09
Borg-Warner	1,500,000	1,230,963	10.00	4.00	* 5.05	5.98
Briggs Mfg.	2,025,000	2,003,225	None	None	* 1.65	2.15
E. G. Budd Mfg.	1,101,000	1,031,352	None	†1.60	1.73	1.27
Budd Wheel	1,000,000	902,060	None	1.00	1.84	.16
Bullard	300,000	276,000	None	1.60	††2.17	4.26
Chicago Pneu.	500,000	199,469	None	None	* 2.38	6.76
Clark Equipment	250,000	250,000	None	3.00	* 4.84	4.82
Con. Motors	3,000,000	2,113,014	None	.80	b .33	b1.02
Cutler-Hammer	750,000	330,000	None	3.50	†† 4.08	5.24
Eaton Axle & Spr.	300,000	300,000	None	3.00	* 4.41	5.23
Elec. Auto-Lite	1,000,000	930,363	None	6.00	*10.61	8.80
Evans Autoload	300,000	239,700	5.00	†2.50	* 3.26	3.80
Gabriel Snubber	200,000	200,000	None	None	* Nil	1.64
Hayes Body	500,000	312,120	None	s8%	* *27	3.36
Houd'le-He'shey B	1,000,000	522,977	None	2.00	* 4.86	6.89
Kelsey-Haye	1,000,000	749,454	None	2.00	†† 2.45	2.54
Link Belt	740,350	709,028	None	2.60	* 3.15	4.21
Marlin-Rockwell	400,000	364,145	None	†2.00	* 5.87	6.93
Moto Meter G & E	750,000	512,500	None	None	a .28	...
Motor Products	500,000	197,386	None	†3.00	*11.15	19.10
Motor Wheel	1,000,000	825,000	None	†2.00	* 4.01	4.24
Mullins Mfg.	150,000	100,000	None	None	* 3.17	6.53
Murray Corp.	1,000,000	758,928	None	†3.00	†† 3.02	3.34
Packard Electric	200,000	134,370	None	2.60	††2.18	3.35
Raybestos Man.	1,000,000	676,012	None	2.60	* 4.60	5.61
Reynolds Spring	1,000,000	724,830	None	None	*.37	Nil
Ross Gear & Tool	150,000	150,000	None	3.00	††2.91	4.99
Spicer Mfg.	600,000	357,750	None	None	* 5.96	6.46
Stewart-Warner	2,000,000	1,273,368	10.00	†3.50	* 5.15	6.46
Timken-Detroit	3,000,000	992,096	10.00	† .60	†† .76	1.85
Timken Roller B.	2,500,000	2,401,764	None	3.00	* 5.06	6.08
Trico Products	274,460	274,460	None	2.50	* 5.37	5.27
Wilcox-Rich B.	410,000	328,620	None	†2.00	* 3.65	*3.53
TIRE COMPANIES						
Firestone	3,500,000	2,500,000	10.00	1.60	b 3.27	b2.93
General	100,000	82,674	25.00	†4.00	21.38	....
Goodrich	1,500,000	953,638	None	4.00	†† 4.09	1.50
Goodyear	1,450,000	1,369,995	None	5.00	†† 7.02	5.04
Lee	300,000	300,000	None	None	1.61	.55

†And extras. *Nine months. **Year ended August 31. ††First eight months. †Nine months ended November 30. ††Six months. aThird quarter only. bYear ended October 31. sStock.

REGISTRATION TABLE, JANUARY, 1930

States	Lincoln	Marmon	Marmon-Roosevelt	Marquette	Nash	Oakland	Oldsmobile	Packard	Peerless	Pierce-Arrow	Plymouth	Pontiac	Reo	Studebaker	Stutz	Viking	Whippet	Willys-Knight	Windsor	Miscellaneous	Totals
Illinois	57	35	46	30	211	119	243	170	79	37	303	354	74	233	19	15	119	191	8	45	12,555

REGISTRATION TABLE, DECEMBER, 1929

given here complete for the convenience of our subscribers.

Washington

States	Locomobile	Marmon	Marquette	Nash	Oakland	Oldsmobile	Packard	Peerless	Pierce-Arrow	Plymouth	Pontiac	Reo	Roosevelt	Stearns Knight	Studebaker	Stutz	Viking	Whippet	Willys-Knight	Windsor	Miscellaneous	Totals
Alabama		3	21	21	9	12	2		3	59	47	6	4		22	1		76	8		4	3,079
Arizona		4	10	32	16	19	11	2		18	16		9		29			21	11		1	985
Arkansas				2		2				5	2		1					5				177
California		20	84	370	115	160	188	30	38	121	254	48	25	5	444	4	13	83	107	5	30	10,942
Colorado		3	3	32	4	14	7		6	19	20	5	8		11	1		25	13			769
Conn'ticut		6	8	62	17	36	34	6	6	40	65	20	9	2	39	3	1	12	9	1	7	1,455
Delaware			2	9	3	5	6	1	2	7	19				3		1	7	2			364
Florida		4	19	37	8	29	42		10	25	54	12	8		17		2	36	9			2,469
Idaho			3	10	4	13	1			12	10	2	1		5			8	3		1	582
Illinois		8	16	110	41	121	111	15	16	67	102	21	20	2	33	10	8	71	14	12	48	4,500
Indiana		69	13	68	33	97	27	1	6	86	178	3	29		73	2	2	114	17	1	6	4,687
Kansas		1	13	80	18	17	11		5	57	111	5	4		26		1	64	21			2,901
Louisiana		1	3	70	6	24	8	4	7	30	74	1	5		26			24	8			1,857
Maine			3	9		1	2		1	3	8	1	2		3	1		3	2			164
Maryland		9	23	71	21	39	34	7	6	56	112	22	6		37		2	55	8		1	2,252
Mass'setts		3	19	111	16	40	67	17	20	40	104	27	11	2	65	5	3	39	21	3		2,659
Michigan		52	40	159	80	143	116	13	5	142	185	42	14		102	1	12	116	58		13	8,770
Minn.			2	17	17	27	14		1	50	67	1	1		33	1		36	4		2	1,765
Miss'ippi			8	32	3	6				18	14	8	1		71	1		22	5	1		1,816
Missouri		17	11	51	25	53	41	11	13	56	71	8	9		64		2	98	15	7	1	3,240
Montana			1	4	1	1	1			7	2	1	2		1			3	1		1	108
Nebraska		4	11	21	7	35	6	2	1	57	63	1			18			61	8		1	2,160
Nevada			2	3	1	9	3			2	1				1			3				114
N. Hamp.		2	1	10		6	2			8	8	5	1		4			4	1			188
N. Jersey		3	2	57	11	35	24	2	13	12	39	4	3		27	2	2	21	9	3	3	1,059
N. Mexico			4	1	2	2				6	16		1		5			13	2			530
New York		30	50	289	39	110	171	38	52	96	215	36	47	6	225	11	11	100	82	6	18	5,862
N. Ca'lina		3	19	39	18	28	12	1	3	67	86	6	9		22			47	8			3,605
N. Dakota			2	3	5	2				4	16		1		1			11	1			220
Ohio	1	45	82	258	142	330	128	69	23	285	487	48	75	5	200	7	23	587	155	13	33	13,669
Oklahoma		1	24	51	32	44	27		7	61	114	15	6	1	38	2	4	74	13	1		4,663
Oregon		1	12	35	14	42	14		3	47	47	14	7		51			15	16			1,768
Pennsy	1	37	64	409	116	199	222	81	57	313	400	54	41	2	202	5	25	240	101	8	26	11,636
Rh. Island			3	17	8	13	6	5	5	10	16	9	1		9		1	10	9		1	470
S. Ca'lina		2	3	2	2	5	4		1	18	13		4		5			6				1,000
S. Dakota		1	3	10	8	21				23	14	2	3		10		2	28	2			783
Tennessee		1	3	9	6	4	4		1	1	11				14			9				541
Utah				15	1	8	2			2	16	4			12			1	1			386
Vermont			1	3		1				2	7		1		2			3				118
Virginia	1	4	14	47	30	37	19	4	2	65	112	6	19		42	2	3	63	7	1	1	3,184
Wash'ton		10	50	100	38	72	28	13	4	153	118	23	13	1	102	3	6	84	98		4	4,192
W. Va.		6	5	47	14	35	15	1		50	46	15	17	1	15	1		44	15		1	1,723
Wisconsin		2	14	114	31	55	24	3	9	43	80	9	2		46	1		45	12		5	2,611
Wyoming		2	7	9		7	4		1	16	18	2	2		8		2	20	4			513
Dis. of Col.		3	6	23	18	24	14	26	6	9	23	4	1		22			8	4		2	882
Total	3	357	684	2929	980	1983	1452	352	333	2268	3475	490	423	27	2235	64	126	2415	884	62	210	117,418

Service, Springfield, Ill., and New Jersey, which are furnished by the New Jersey Motor List Co., New Car Division, Trenton, N. J. Readers section, may obtain these by addressing any of these three companies.

MIDLAND STEEL PRODUCTS PLANS RECAPITALIZATION

Cleveland, Feb. 13.—Stockholders of Midland Steel Products Company have approved the recapitalization plan providing for the retirement of the present participating preferred and common stock and the issuance of three new classes of stock.

The plan calls for the exchange of the present participating preferred stock for one share of new 8 per cent. cumulative non-callable and two shares of new common. The present common will be exchanged for two shares of new $2 non-cumulative preferred and one share of new common.

Following the exchange, the company will have outstanding 96,930 shares each of 8 per cent. preferred and $2 preferred and 242,325 shares of new no-par common.

Directors have authorized application for listing of new stock on New York Stock Exchange.

It is probable that dividends will be maintained at the present rates, which would place new common on $3 annual basis. Stock must be exchanged by March 25.

LUBRICATING OILS

All prices cooperage f. o. b. New York.
(1-inch immersion test.)

Filtered D. 600	40	— 43
Filtered E. 600	34½	— 36½
Unfiltered, 600 S. R.	31	— ..
Unfiltered, 600 S. R.	35½	— ..
600 Flash, S. R.	38	— ..
630 Flash	42½	— ..
Bright stock	47½	— ..

RED ENGINE OILS—
(Viscosity at 100.)

300	No. 6½ color	20	— 21
250	No. 6 color	18	— 20
200	No. 6 color	16	— 17

PALE ENGINE OILS—
(Viscosity at 100.)

240	No. 3¾ color	22	— 24
180	No. 3¼ color	19	— ..
100	No. 2¼ color	..	— 16

MOTOR OILS—
(Viscosity at 100.)

600	No. 7 color	30	— 32
500	No. 7 color	28	— 29
400	No. 6½ color	26	— 27
300	No. 6 color	23	— 24½
200	No. 6 color	21	— 22½

SCRAP METALS

	Buying	Selling
Aluminum—		
Cast scrap	13 — 13½	15 — 15½
Sheet scrap	13½ — 14	15¼ — 15¾
Clippings	16½ — 16¾	18½ — 19¼
Copper		
Heavy mach. comp.	10¾ — 11¾	12 — 12½
Heavy and wire	12½ — 13¼	14⅛ — 14⅞
Light and bottom	12 — 12¼	12⅝ — 13
Auto radiators	8¼ — 8½	9 — 9⅛
Heavy cut and cru.	13½ — 13¾	14⅝ — 15
Brass, heavy	9 — 9¼	9½ — 9¾
Brass, light	7¾ — 7½	8 — 8¼
No. 1 el. brass turn.	9¼ — 9½	10 — 10¼
No. 1 comp. turn.	10 — 10⅜	10½ — 11
Lead—		
Tea lead	2 — 2½	3⅝ — 3¾
Lead, heavy	4¼ — 5	5⅜ — 5⅞
Stereotype	6 — 6¼	6⅞ — 7⅛
Electrotype	4⅜ — 4½	5⅛ — 5⅜
Battery lead	2⅛ — 2⅜	2⅞ — 3
Mixed babbitt	4½ — 5	5⅞ — 6⅛
Zinc—		
Zinc scrap	3⅛ — 3⅜	3¾ — 3⅞
New zinc cuttings	4 — 4½	5⅛ — 5¼
Tin—		
Block tin, scrap	34⅜ — 35¼	35⅞ — 37½
Siphon tops	22¼ — 22½	25 — 25¾
Tinfoil, pure	24⅛ — 25½	26⅝ — 28½

GASOLINE

GASOLINE TANK WAGON PRICES

	Net tank wag'n.	Road tax.	Total tank wagon.	Service station.
Greater N. Y. C.	13.7	2	15.7	17.7
Syracuse	14.8	2	16.8	18.8
Rochester	14	2	16	18
Buffalo	13.8	2	15.8	17.8
Albany	14.6	2	16.6	18.6
Burlington, Vt.	15.3	4	19.3	21.3
Manch'st'r, N.H.	14.4	4	18.4	20.4
Augusta, Me.	14.8	4	18.8	20.8
Boston, Mass.	13.5	2	15.5	17.5
Pennsylvania				
Pittsburgh	15	..	..	21
Philadelphia	15	..	..	21
Allentown	15	..	..	21
Erie	15	..	..	19
Scranton	15	..	..	21
Prices in Other Markets				
Atlantic City	14.5	2	16.5	18.5
Newark	13.5	2	15.5	17.5
Annapolis	14.0	4	18.0	20.0
Baltimore	13.2	4	17.2	19.2
Cumberland	15.0	4	19.0	21.0
Washington	13.7	2	15.7	17.7
Danville	14.8	5	19.8	20.8
Norfolk	13.3	5	18.3	20.3
Petersburg	14.3	5	19.3	20.3
Richmond	13.7	5	18.7	20.7
Roanoke	15.0	5	20.0	22.0
Charleston	14.5	4	18.5	20.5
Keyser	15.1	4	19.1	21.1
Parkersburg	13.2	4	17.2	19.2
Wheeling	14.4	4	18.4	20.4
Charlotte	15.3	5	20.3	22.3
Hickory	15.8	5	20.8	22.8
Mt. Airy	15.5	5	20.5	22.5
Salisbury	15.7	5	20.7	22.7
Charleston	13.3	6	19.3	21.3
Columbia	15.2	6	21.2	23.2

Two cents per gallon discount off gasoline tank wagon price to dealers and commercial buyers.

CLASSIFIED ADVERTISEMENTS IN THE AUTOMOTIVE DAILY NEWS BRING RESULTS

MAJOR SPECIFICATIONS AND MECHANICAL DETAILS OF

Make and Model	Capacity—tons	Chassis price	Engine	No. of Cyl.	Bore and Stroke	Tax H. P.	Oil System	Carburetor	Fuel Feed	Ignit. System	Gearset	Location	No. Spds. for.	Rear Axle	Final Drive	Reduction in Low	Brakes, foot	Brakes, hand	Standard Wheel Base	Chassis Weight	Standard Tire Sizes Front	Rear
Am. La France Chief	2	3650	Own	6	3¾x5	33.0	Pw	Str	Vac	Rem	Own	C	4	Tim	Wo	31.2	4	D	156	6200	32x6	32x6 D
Am. La France W	3-4	3950	Own 2 R	4	4¼x6	28.9	P&S	Zen	Vac	A B	Own	C	4	Own	D R	47.4	D	R	160	7200	S 36x5	S 36x5 D
Am. La France S	4-4½	5200	Own 5 R	4	4¾x6	36.2	P&S	Zen	Vac	A B	Own	C	4	Own	Wo	54.4	D	R	165	8900	S 36x6	S 36x6 D
Am. La France V	5	5500	Own 5 R	4	4¾x6	36.2	P&S	Zen	Vac	A B	Own	C	4	Own	Wo	54.4	D	R	165	9800	S 36x5	S 40x6 D
Am. La France Z	6½	5750	Own 5 R	4	4¾x6	36.2	P&S	Zen	Vac	A B	Own	C	4	Own	Wo	63.5	D	R	165	10000	S 36x7	S 40x7 D
Am. La France U	7½	6000	Own 5 R	4	4¾x6	36.2	P&S	Zen	Vac	A B	Own	C	4	Own	—	63.5	D	R	165	10500	S 36x7	S 40x8 D
Am. La Fran. Big Chief	6		Own	6	4½x6	48.6	Pw	Zen	Vac	Rem	Own	C	4	Own	D R	32.8	W	D	226	10600	S 40x8	40x8 D
Autocar S A	1½	2700	Her	6	3¾x4½	33.8	Pb	Zen	Vac	L-N	Br-L 35	U	4	Own S A	Sp	27.9	4	R	150	4400	32x6	32x6
Autocar S D	2	3000	Her	6	3¾x4½	33.8	Pb	Zen	Vac	L-N	Br-L 35	U	4	Own S D	D R	33.9	4	R	150	4850	32x6	32x6 D
†Autocar H	3	3750	Own	4	4½x5½	32.4	C S	Str	Gra	A B	Own T	U	4	Own H	D R	48.9	R	R	114	5800	34x5 S	36x10 S
†Autocar S H	3	4000	Her	6	4⅛x4¾	40.8	Pb	Str	Gra	R B	Own T	U	4	Own H	D R	48.9	R	R	114	5800	34x5 S	36x10 S
Autocar T	3	5000	Her	6	4⅜x4¾	45.9	Pb	Str	Vac	R B	Own T	U	4	Own T	D R	72.5	R	R	187	7100	36x8	36x8 D
†Autocar H S	3½	4100	Own	4	4½x5½	32.4	C S	Str	Gra	A B	Own T	U	4	Own J	D R	55.2	R	R	114	6900	34x6 S	36x12 S
†Autocar S H S	3½	4400	Her	6	4⅜x4¾	45.9	Pb	Str	Gra	R B	Own T	U	4	Own J	D R	55.2	R	R	114	7000	34x6 S	36x12 S
Autocar T S	3½	5350	Her	6	4⅜x4¾	45.9	Pb	Str	Vac	R B	Own T	U	4	Own Chs	D R	81.7	R	R	187	7100	36x8	36x8 D
Autocar S C M	5	5000	Her	6	4½x4¾	48.6	Pb	Str	Vac	R B	Own B	C	4	Own M	D R	72.1	R	R	162	8600	34x7 S	36x14 S
Brockway 65	1	1195	Con 16 C	6	3⅜x4⅝	27.3	Pb	Zen	Vac	Aut	Br-L 20	U	4	Col 36020	Sp	21.3	4	Tr	137	3400	30x5	30x5
Brockway 75	1½	1290	Con 16 C	6	3⅜x4⅝	27.3	Pb	Zen	Vac	Aut	Br-L 20	U	4	Col 36020	Sp	25.6	4	Tr	137	3450	32x6	32x6
Brockway 90	1½	1525	Con 16 C	6	3⅜x4⅝	27.3	Pb	Zen	Vac	Aut	Br-L 20	U	3	Col 55001	Sp	25.6	4	Tr	149	3850	32x6	32x6
Brockway Junior	1	1195	Wis C	4	3¾x5	22.5	Pb	Zen	Vac	Aut	Br-L 20	U	3	Col 36020	Sp	21.27	4	Tr	130	3100	30x5	30x5
Brockway J F	1	1195	Wis F	6	3¼x4¼	25.4	Pb	Zen	Vac	Aut	Br-L 20	U	3	Col 36020	Sp	21.3	4	Tr	137	3450	30x5	30x5
Brockway C J B F	1½	1475	Wis F	6	3¼x4¼	25.4	Pb	Zen	Vac	Aut	Br-L 20	U	3	Col 55001	Sp	21.3	4	Tr	149	3650	32x6	32x6
Brockway E	1½	1765	Wis S U	4	4 x5	25.6	Pb	Zen	Vac	L-N	Br-L 30	U	3	Col 55001	Sp	21.0	4	Tr	139½	3650	32x6	32x6
Brockway S	2	2450	Wis S U	4	4 x5	25.6	Pb	Zen	Vac	L-N	Br-L 35	U	4	Wis 4610	D R	38.79	R	Tr	150¼	5100	S 34x4	S 34x8
Brockway S Y	2	2950	Wis Y	6	3⅜x5	27.3	Pb	Zen	Vac	L-N	Br-L 35	U	4	Wis 4610	D R	35.3	4	Tr	151¾	4950	32x6	34x7
*Brockway K	3	3420	Con K	4	4⅛x5¼	27.2	Pw	Zen	Vac	Eis	Br-L 35	C	4	Tim 65700	Wo	41.5	R	D	154⅛	5855	S 36x5	S 36x10
Brockway K R	3	3625	Con L	4	4½x5½	32.4	Pw	Zen	Vac	Eis	Br-L 55	C	4	Tim 65700	Wo	36.38	R	D	160⅝	6290	S 36x5	S 36x10
Brockway K W	3	3950	Wis H	6	4 x5	38.2	Pb	Zen	Vac	L-N	Br-L 51	U	4	Wis 1228	D R	33.7	R	D	170	6920	34x7	D 34x7
*Brockway R	4	4200	Con L	4	4½x5½	32.4	Pw	Zen	Vac	Eis	Br-L 55	C	4	Tim 66600	Wo	46.8	R	R	164	7890	S 36x5	S 36x12
Brockway T	5-7	5200	Con B 7	4	5 x6	40.0	Pw	Zen	Vac	Eis	Br-L 60	C	4	Tim 68700	Wo	53.5	R	D	175	10065	S 36x6	S 40x14
Chevrolet	½	365	Own	6	3⅛x3¾	26.3	C S	Car	P	Rem	Own	U	3	Own	Sp	12.68	4	R	107	1815	4.50x20	4.50x20
Chevrolet	1½	520	Own	6	3⅛x3¾	26.3	C S	Car	P	Rem	Own	U	4	Own	Sp	6.165	4	R	131	2375	30x5	30x5
Commerce 20 Y	1	1600	Bud H S 6	6	3⅜x4½	27.3	Pw	Zen	Vac	Aut	Br-L	U	4	Col	Sp	25.5	4	D	142	3900	B 30x5	B 30x5
Commerce S 11 Y	1½	1900	Bud H S 6	6	3¾x4½	27.3	Pw	Zen	Vac	Aut	Br-L	U	4	Tim	Sp	29.2	4	D	162	4300	B 30x5	D B 30x5
Commerce 30 Z	1½	2900	Bud D S 6	6	3⅝x5	31.2	Pw	Zen	Vac	Aut	Br-L	U	4	Tim	Wo	34.8	4	D	168	4700	B 34x5	D B 34x5
Commerce 40 Z	2	3240	Bud D S 6	6	3⅝x5	31.2	Pw	Zen	Vac	Aut	Br-L	U	4	Tim	Wo	34.8	4	D	168	4900	B 36x6	D B 36x6
Commerce 50 Z	2½	4415	Bud B U S	6	4 x5⅛	38.4	Pw	Zen	Vac	Aut	Br-L	U	5	Tim	Wo	63.0	4	D	175	7000	S 36x5	S 36x10
Commerce 60 Z	3	4480	Bud B U S	6	4 x5⅛	38.4	Pw	Zen	Vac	Aut	Br-L	U	5	Tim	Wo	63.0	4	D	175	7100	S 36x5	S 36x12
Commerce 70 Z	3½	5250	Bud B A 6	6	4⅛x5⅛	40.8	Pw	Zen	Vac	Aut	Br-L	C	7	Tim	Wo	98.2	R	D	175	8200	S 36x6	S 36x12
Commerce 80 Z	4	5330	Bud B A 6	6	4⅛x5⅛	40.8	Pw	Zen	Vac	Aut	Br-L	C	7	Tim	Wo	98.2	R	D	175	8400	S 36x6	S 36x14
Day Elder M F	1¼	1345	Con 16-C	6	3⅜x4⅝	27.3	Pb	Zen	Vac	Rem	Br-L	U	4	Tim 52000 H	Sp	24.2	4	D	131	3500	30x5	30x5
Day Elder G F	1½	2100	Con 16-C	6	3⅜x4⅝	27.3	Pb	Zen	Vac	Rem	Br-L	U	4	Tim 54000 H	Sp	28.3	4	D	156	4400	30x5	30x5 D
Day Elder H F	2	2550	Con 16-C	6	3⅜x4⅝	27.3	Pb	Zen	Vac	Rem	Br-L 35	U	4	Tim 63702 H	Wo	40.7	4	D	156	4900	S 34x4	S 34x7
Day Elder J F	3	3900	Con 18 R	6	4 x4½	38.4	Pb	Zen	Vac	Rem	Br-L 51	U	4	Tim 65001 H	Wo	41.5	4	D	156	6900	34x7	34x7 D
Day Elder K F	4-5	5000	Con 21 R	6	4⅝x4¾	45.9	Pb	Zen	Vac	Rem	Br-L 60	C	4	Tim 66702 DH	Wo	55.2	4	D	162	9500	S 36x5	S 36x12
Diamond T 200	1	785	Buda	4	3¾x4½	22.5	F P	Zen	P	A-L	W-G	U	4	Clark	Sp	—	4	D	128½	2700	30x5	30x5
Diamond T 215	1	885	Buda	6	3⅜x4	27.3	F P	Zen	P	A-L	W-G	U	4	Clark	Sp	—	4	D	135⅛	2850	30x5	30x5
Diamond T 290	1½	1475	Her WXA 2	6	3½x4½	29.4	Pb	Zen	Vac	A-L	Cov	U	4	Col	Sp	—	4	D	156¼	4160	30x5	30x5 D
Diamond T 303	2	1745	Her WXB	6	3¾x4½	33.7	Pb	Zen	Vac	A-L	Cov	U	4	Tim	Sp	—	4	D	160½	4850	32x6	32x6 D
Diamond T 551	2½	2250	Her WXC	6	4 x4½	38.4	Pb	Zen	Vac	A-L	Cov	U	4	Tim	Sp	—	4	D	168	5600	32x6	32x6 D
Diamond T 503	2½	2660	Her WXC	6	4 x4½	38.4	Pb	Zen	Vac	A-L	Cov	U	4	Tim	Wo	—	4	D	174	5900	34x7	34x7 D
Diamond T 506	2½	2820	Her WXC	6	4 x4½	38.4	Pb	Zen	Vac	A-L	Cov	U	4	Wisc	D R	—	4	D	172½	5900	34x7	34x7 D
Diamond T 602	3	3440	Her YXC	6	4⅜x4¾	45.9	Pb	Zen	Gra	A-L	Cov	A	4	Tim	Wo	—	4	D	169½	7500	36x8	36x8 D
Diamond T 606	3	3500	Her YXC	6	4⅜x4¾	45.9	Pb	Zen	Gra	A-L	Cov	U	4	Wisc	D R	—	4	D	186	7500	36x8	36x8 D
Diamond T 700	3½	3740	Her YXC	6	4⅜x4¾	45.9	Pb	Zen	Gra	A-L	Cov	A	4	Tim	Wo	—	R	D	162	8100	S 36x5	S 36x10
Diamond T 801	4	4140	Her YXC	6	4⅜x4¾	45.9	Pb	Zen	Gra	A-L	Br-L	A	7	Own	Wo	—	4 R	D	189½	8300	36x8	4 wh 36x8
Diamond T 1000	5	4420	Her YXC 2	6	4½x4¾	48.6	Pb	Zen	Gra	A-L	Br-L	A	4	Tim	Wo	—	R	D	170½	9700	S 36x6	S 40x12
Diamond T 1600	8	6260	Her YXC 3	6	4⅝x4¾	51.3	Pb	Zen	Gra	A-L	Br-L	A	7	Tim	Wo	—	4RW	D	190	11700	36x8	4 wh 36x8 D
Diamond T 2500	10-12	8000	Wauk 6 RB	6	5 x5¾	60	Pb	Zen	Gra	A-L	Br-L	A	7	Tim	Wo	—	4RW	D	194	13100	S 36x7 S	4 wh 36x12
Dodge Bros.	½	665	Own	4	3⅝x4¼	21.03	Pb	Stw	Vac	N E	Own	U	3	Own	Sp	15.2	4	D	110	1965	29x5.00 B	29x5.00 B
Dodge Bros.	¾	775	Own	6	3⅜x3⅞	27.3	Pb	Stw	Vac	N E	Own	U	3	Own	Sp	17.4	4	D	120	2510	31x5.25 B	31x5.25 B
Dodge Bros.	1	995	Own	6	3⅜x3⅞	27.3	Pb	Stw	Vac	N E	W-G	U	4	Own	Sp	23.8	4	D	130	2920	30x5	30x5
Dodge Bros.	1	1065	Own	6	3⅜x3⅞	27.3	Pb	Stw	Vac	N E	W-G	U	4	Own	Sp	23.8	4	D	140	2955	30x5	30x5
Dodge Bros.	1½	1345	Own	6	3⅜x3⅞	27.3	Pb	Stw	Vac	N E	Own	U	4	Own	Sp	36.8	4	D	150	3695	32x6	32x6
Dodge Bros.	1½	1415	Own	6	3⅜x3⅞	27.3	Pb	Stw	Vac	N E	Own	U	4	Own	Sp	36.8	4	D	165	3810	32x6	32x6
Dodge Bros.	2	1445	Own	6	3⅜x4½	27.3	Pb	Zen	Vac	N E	Own	U	4	Own	Sp	41.4	4	D	114	3725	32x6	34x7
Dodge Bros.	2	1545	Own	6	3⅜x4½	27.3	Pb	Zen	Vac	N E	Own	U	4	Own	Sp	41.4	4	D	150	3930	32x6	34x7
Dodge Bros.	2	1615	Own	6	3⅜x4½	27.3	Pb	Zen	Vac	N E	Own	U	4	Own	Sp	41.4	4	D	165	4070	32x6	34x7
Dodge Bros.	3	1745	Own	6	3⅜x4½	27.3	Pb	Zen	Vac	N E	Own	U	4	Own	Sp	46.3	4	D	135	4225	32x6	32x6 D
Dover	¾	595	Own	6	2¾x4½	18.27	P&S	Mar	Vac	Aut	Own	U	3	Own	Sp	—	4	4	110	2150	30x5	31x5.50
Durant Com. Chassis	½	495	Con	4	3⅜x4¼	18.2	Pb	Til	Vac	Aut	Own	C	3	Own	Sp	16.16	4	4	107	1670	28x4.75	28x4.75
Fargo Packet	½	545	Own	6	3 x4⅛	21.6	Pb	Str	Vac	N E	Own	U	3	Own	Sp	14.29	4	Tr	—	1835	5.00x19	5.00x19
Fargo Clipper	¾	725	Own	6	3⅛x4¼	23.4	Pb	Str	Vac	Rem	Own	U	3	Own	Sp	15.53	4	Tr	—	2325	5.50x18	5.50x18
Fargo Freighter	1	795	Own	6	3 x4⅛	21.6	Pb	Str	Vac	N E	Own	U	4	Own	Sp	37.19	4	Tr	133	2785	6.00x20	32x6
Federal 4FW	1	980	Wak X A	4	3½x4½	19.6	Pb	Zen	Vac	Del	W-GT9	U	4	Cla B370	Sp	40.8	4	Tr	127	2975	30x5	30x5
Federal E6	1	1090	Con 17 E	6	3⅜x4	27.3	Pb	Zen	Vac	Del	W-GT9	U	4	Cla B370	Sp	34.6	4	Tr	132	3120	30x5	30x5
Federal F7	1½	1525	Con 16 C	6	3⅜x4⅝	27.3	Pb	Zen	P	Del	Own	U	4	Tim 52005H	Sp	24.3	4	Tr	132	3750	30x5	30x5 D
Federal A6	2	1855	Con 16 C	6	3⅜x4⅝	27.3	Pb	Zen	Vac	Del	Own	A	4	Cla B610	Sp	38.5	4	Tr	151	4580	32x6	32x6 D
Federal A6T	2½	2185	Con 16 C	6	3⅜x4⅝	27.3	Pb	Zen	Vac	Del	Own	A	4	Tim 58000H	Sp	41.3	4	Tr	151	4950	32x6	32x6 D
Federal T10B	2½-3	2740	Con 16 R	6	4 x4¼	38.4	Pb	Zen	Vac	Del	Own	A	4	Tim 58000H	Sp	36.3	4	Tr	165	6600	34x7	34x7 D
Federal T10W	2½-3	2915	Con 16 R	6	4 x4¼	38.4	Pb	Zen	Vac	Del	Own	A	4	Tim 65001H	Wo	44.0	4	Tr	165	6600	34x7	34x7 D
Federal U6	3-3½	3860	Con 18 R	6	4 x4½	38.4	Pb	Str	Vac	Del	Br-L55	A	7	Tim 65706HP	Wo	64.6	4	D	165	7210	34x7	34x7 D
Federal 4C6A	4-5	4735	Con 20 R	6	4⅛x4¾	40.8	Pb	Zen	Vac	Del	Br-L55	A	7	Tim 66704HP	Wo	73.6	4	D	192	8330	36x8	36x8 D
Federal 4C6AB	4-5	4960	Con 20 R	6	4⅛x4¾	40.8	Pb	Zen	Vac	Del	Br-L55	A	7	Tim 66704TWP	Wo	73.6	W4	D	192	8600	36x8	36x8 D
Federal X8	7½	5085	Con B 7	4	5 x6	40	Pw	Zen	Vac	AB	Br-L60	A	7	Tim 68700DP	Wo	110.9	R	D	162	9750	36x6 S	40x14 S
Federal X8R	7½	5810	Con 21 R	6	4⅜x4¾	45.9	Pb	Zen	Vac	Del	Br-L60	A	7	Tim 68700DP	Wo	110.9	R	D	162	10000	40x8	40x8 D
Ford A A	1½	520	Own	4	3⅞x4¼	24.0	P&S	Zen	Gra	Own	Own	U	4	Own	Wo	*16.1	4	4	131½	2282	6.00x20	32x6
F. W. D.—H	2	3300	Wis S U	4	4 x5	25.6	Pb	Zen	Vac	Eis	Cotta	C	4	Own	St	38.1	4	R	121	5300	34x7	34x7
F. W. D.—H 6	2	3425	Wak	6	3½x4½	29.4	Pb	Zen	Vac	Eis	Br-L	U	4	Own	St	35.0	4	R	133	5500	34x7	34x7
F. W. D.—B	3	4200	Own	4	4¾x5½	36.1	Pb	Str	Gra	Eis	Own	C	3	Own	St	35.6	4	R	124	6460	36x6 S	36x6 S
F. W. D.—B 5	3	4525	Own	4	4¾x5½	36.1	Pb	Str	Gra	Eis	Own	C	5	Own	St	88.6	4	R	132	6800	36x6 S	36x6 S
F. W. D.—U 6	3½	4575	Wak	6	4 x4¾	38.6	Pb	Zen	Vac	Eis	Own	C	5	Own	St	88.6	4	R	148	7200	36x6 S	36x6 S
F. W. D.—BTL 4	2	3900	Wis S U	4	4 x5	25.6	Pb	Zen	Vac	Eis	Br-L	C	7	Own	St	84.7	4	R	120	6000	36x8	36x8
F. W. D.—B T	3	4742	Own	4	4¾x5½	36.1	Pb	Str	Vac	Eis	Own	C	5	Own	St	101.0	4	R	133¾	7700	40x7 S	40x5 S D
F. W. D.—U 4	3	4575	Own	4	4¾x5½	36.1	Pb	Str	Vac	Eis	Own	C	5	Own	St	88.6	4	R	148	7000	36x6 S	36x6 S
F. W. D.—X 6	6	6500	Wak	6	4¼x4¾	43.3	Pb	Zen	Vac	Eis	Own	C	5	Own	St	88.6	4	4	170	9500	36x8	36x8
Garford 20 Y	1	1600	Bud H S 6	6	3⅜x4½	27.3	Pw	Zen	Vac	Aut	Br-L	U	4	Col	Sp	25.5	4	D	142	3900	B 30x5	B 30x5
Garford S 11 Y	1½	1900	Bud H S 6	6	3⅜x4½	27.3	Pw	Zen	Vac	Aut	Br-L	U	4	Tim	Sp	29.2	4	D	162	4300	B 30x5	D B 30x5
Garford 30 Z	1½	2990	Bud D S 6	6	3⅝x5	31.2	Pw	Zen	Vac	Aut	Br-L	U	4	Tim	Wo	34.8	4	D	168	4700	B 34x5	D B 34x5
Garford 40 Z	2	3240	Bud D S 6	6	3⅝x5	31.2	Pw	Zen	Vac	Aut	Br-L	U	4	Tim	Wo	34.8	4	D	168	4900	B 36x6	D B 36x6
Garford 50 Z	2½	4419	Bud B U S	6	4 x5⅛	38.4	Pw	Zen	Vac	Aut	Br-L	U	5	Tim	Wo	63.0	4	D	175	7000	S 36x5	S 36x10
Garford 60 Z	3	4480	Bud B U S	6	4 x5⅛	38.4	Pw	Zen	Vac	Aut	Br-L	U	5	Tim	Wo	63.0	4	D	175	7100	S 36x5	S 36x12
Garford 70 Z	3½	5250	Bud B A 6	6	4⅛x5⅛	40.8	Pw	Zen	Vac	Aut	Br-L	C	7	Tim	Wo	98.2	R	D	175	8200	S 36x6	S 36x12
Garford 80 Z	4	5330	Bud B A 6	6	4⅛x5⅛	40.8	Pw	Zen	Vac	Aut	Br-L	C	7	Tim	Wo	98.2	R	D	175	8400	S 36x6	S 36x14
Gen. Mot. T 11-1001	*3800	625	Pontiac	6	3⅛x3⅞	26.3	Pb	Mar	P	Rem	Pontiac	U	3	Pontiac	Sp	14.67	4	D	109⅝	1980	5.00x19 B	5.50x19 B
Gen. Mot. T 19-2001	*8000	1015	Pontiac	6	3⅛x3⅞	26.3	Pb	Mar	P	Rem	Mun	U	4	Tim 5261-N	Sp	34.11	4	D	127¾	3075	32x6	34x7
Gen. Mot. T 19-2002	*8000	975	Pontiac	6	3⅛x3⅞	26.3	Pb	Mar	P	Rem	Mun	U	4	Tim 5261-N	Sp	34.11	4	D	127¾	3000	30x5	30x5 D
Gen. Mot. T 19-2003	*6000	895	Pontiac	6	3⅛x3⅞	26.3	Pb	Mar	P	Rem	Mun	U	4	Tim 5261-N	Sp	34.11	4	D	127¾	2925	5.50x20 B	32x6
Gen. Mot. T 25-2501	*8000	1285	Buick	6	3⅛x4⅝	26.3	Pb	Mar	P	Rem	Mun	U	4	Tim 5261-N	Sp	34.11	4	D	127¾	3575	32x6	34x7
Gen. Mot. T 30-3001	*10000	1530	Buick	6	3⅛x4⅝	26.3	Pb	Mar	P	Rem	Mun	U	4	Eat 1616	Sp	28.6	4	D	136	4200	32x6	36x8
Gen. Mot. T 30-3002	*10000	1505	Buick	6	3⅛x4⅝	26.3	Pb	Mar	P	Rem	Mun	U	4	Eat 1616	Sp	28.6	4	D	136	4125	32x6	32x6 D
Gen. Mot. T 30-3003	*8000	1395	Buick	6	3⅛x4⅝	26.3	Pb	Mar	P	Rem	Mun	U	4	Eat 1616	Sp	28.6	4	D	136	4075	6.00x20 B	34x7
Gen. Mot. T 42-4001	*12000	1685	Buick	6	3⅛x4⅝	26.3	Pb	Mar	P	Rem	Mun	U	4	Own	Sp	33.38	4	D	136	4690	32x6	38x9
Gen. Mot. T 42-4002	*12000	1790	Buick	6	3⅛x4⅝	26.3	Pb	Mar	P	Rem	Mun	U	4	Own	Sp	33.38	4	D	136	4640	32x6	32x6 D
Gen. Mot. T 42-4003	*10000	1685	Buick	6	3⅛x4⅝	26.3	Pb	Mar	P	Rem	Mun	U	4	Own	Sp	33.38	4	D	136	4510	7.00x20 B	36x8

1930 COMMERCIAL CARS BUILT IN THE UNITED STATES

Make and Model	Capacity—tons	Chassis price	Engine	No. of Cyl.	Bore and Stroke	Tax H. P.	Oil System	Carburetor	Fuel Feed	Ignit. System	Gearset	Location	No. Spds. for.	Rear Axle	Final Drive	Reduction in Low	Brakes, foot	Brakes, hand	Standard Wheel Base	Chassis Weight	Standard Tire Sizes Front	Rear
Gen. Mot. T 60-5001	*16000	3215	Buick	6	3⅝x5	31.5	Pb	Mar	P	Rem	Mun	U	4	Tim 65706-N	Wo	44.81	4	D	140	6090	36x8	44x10
Gen. Mot. T 60-5002	*18000	3160	Buick	6	3⅝x5	31.5	Pb	Mar	P	Rem	Mun	U	4	Tim 65706-N	Wo	44.81	4	D	140	6425	36x8	36x8 D
Gen. Mot. T 60-5003	*14500	2800	Buick	6	3⅝x5	31.5	Pb	Mar	P	Rem	Mun	U	4	Tim 65706-N	Wo	44.81	4	D	140	6090	36x6	36x6 D
Gen. Mot. T 60 S-6101	*22000	3960	Buick	6	3⅝x5	31.5	Pb	Mar	P	Rem	Mun	U	4	Tim 66704-N	Wo	63.84	4	D	140¾	6920	38x7	38x9 D
Gen. Mot. T 60 S-6102	*19000	3695	Buick	6	3⅝x5	31.5	Pb	Mar	P	Rem	Mun	U	4	Tim 66704-N	Wo	63.84	4	D	140¾	6890	36x8	36x8 D
Gen. Mot K 102-6001	*28000	4250	Own 89	4	4½x6½	32.4	Pw	Zen	Vac	Eis	Mun	C	7	Tim 67600	Wo	86.3	R	R	160	9520	36x6 S	40x14 6
Gen. Mot. K 102-6002	*28000	4350	Own 89	4	4½x6½	32.4	Pw	Zen	Vac	Eis	Mun	C	7	Tim 67600	Wo	86.3	R	R	184	9600	36x6 S	40x14 S
Gotfredson RB-26	1¼	1295	Cont	6	3⅜x4	27.3	Pb	Joh	P	Rem	Br-L	U	4	Tim	Sp	—	4	D	Opt.	3400	30x5	30x5
Gotfredson RB-36	1½	1595	Cont	6	3⅜x4	27.3	Pb	Joh	P	Rem	Br-L	U	4	Tim	Sp	—	4	D	Opt.	3900	32x6	32x6
Gotfredson RB-46	2	2100	Her	6	3¾x4½	33.8	Pb	Joh	P	Rem	Br-L	U	4	Tim	Sp	—	4	D	Opt.	5140	32x6	34x7
Gotfredson RW-46	2½	2585	Her	6	3¾x4½	33.8	Pb	Joh	P	Rem	Br-L	U	4	Tim	Wo	—	4	D	Opt.	5600	34x7	34x7
Gotfredson RW-56	3	3395	Her	6	4 x4½	38.4	Pb	Joh	P	Rem	Br-L	U	5	Tim	Wo	—	4	D	Opt.	6600	S 36x5	S 36x5 D
Gotfredson RW-66A	3½	4475	Her	6	4⅜x4¾	45.9	Pb	Joh	P	Rem	Br-L	U	7	Tim	Wo	—	4	D	Opt.	7800	S 36x5	S 36x6 D
Gotfredson RW-86A	5	5200	Her	6	4⅜x4¾	51.3	Pb	Joh	P	Rem	Br-L	C	7	Tim	Wo	—	4	D	Opt.	9000	S 36x6	S 36x7 D
Gotfredson RW-106A	7½	5675	Her	6	4⅜x4¾	51.3	Pb	Joh	P	Rem	Br-L	C	7	Tim	Wo	—	4	D	Opt.	10000	S 36x7	S 36x8 D
Gotfredson RW-206A	12	10500	Bud	6	4¾x6	54.15	Pb	Joh	P	Rem	Br-L	C	7	Tim	Wo	—	6	D	Opt.	14000	S 36x8	S 36x8 D*
Gramm B	1½	1395	Lyc S	6	3¼x4½	25.3	Pb	Zen	Vac	Aut	Cov	U	4	Tim	Sp	32	4	R	140	3300	30x5	30x5 D
Gramm C	2	1795	Lyc T S	6	3⅞x5	36.2	Pb	Zen	Vac	Aut	Cov	U	4	Tim	Sp	29	4	R	160	3800	32x6	32x6 D
Gramm D	2½	1995	Lyc T S	6	3⅞x5	36.2	Pb	Zen	Vac	Aut	Ful	U	4	Wis	D R	30	4	R	160	4920	32x6	32x6 D
Gramm E	3	2795	Lyc T S	6	3⅞x5	36.2	Pb	Zen	Vac	Aut	Ful	U	4	Wis	D R	35	4	R	150	5200	34x7	34x7 D
Gramm EY	3	3535	Con 20 R	6	4⅛x4¾	36.04	Pb	Zen	Vac	Aut	Ful	U	4	Wis	D R	26	4	R	190	6750	32x6	32x6 D
Gramm GY	4	4345	Con 21 R	6	4⅜x4¾	45.9	Pb	Zen	P	L-N	Ful	U	4	Wis	D R	28	4	R	210	7200	34x7	34x7 D
Gramm HY	5	6545	Con 16 H	6	4¾x5¾	54.15	Pb	Zen	P	L-N	Ful	U	4	Wis	D R	25.2	4	R	236	9600	36x8	36x8 D
Gramm T-35	3	3595	Lyc T S	6	3⅞x5	36.2	Pb	Zen	Vac	Aut	Ful	U	4	Wis	D R	39.6	4	R	173	7100	36x5 S	36x10 S
Gramm T-45	4	3995	Lyc T S	6	3⅞x5	36.2	Pb	Zen	Vac	Aut	Ful	U	4	Wis	D R	39.6	4	R	173	7600	36x5 S	36x12 S
Gramm T-60	5	4745	Con 21 R	6	4⅜x4¾	45.9	Pb	Zen	Vac	Aut	Ful	U	4	Wis	D R	—	4	R	173	8700	36x6 S	36x14 S
Hahn 7 H	¾-1	1098	——	6	2⅞x4¾	19.84	P	Zen	Vac	Aut	Br-L	U	3	——	Sp	5.8	4	D	124	3100	——	——
Hahn 17 H	1-1½	1430	Cont	6	3⅜x4	—	P	Zen	Vac	—	Br-L	U	4	Tim	—	5.8	4	D	142	3750	30x5	30x5
Hahn 37 H-37 H L	2-2½	1925	Cont	6	3⅜x4⅝	27.34	P	Str	Vac	—	Br-L	U	4	Tim	—	5⅛	4	D	153	4600	30x5	30x5
Hahn 39 H-39 H L	2½-3	2898	Cont	6	4 x4⅛	38.4	P	Str	Vac	—	Br-L	U	4	Tim	—	6⅛	4	D	164	5800	32x6	32x6
Hahn 47 H B-47 H B L	3-3½	3700	Cont	6	4 x4½	38.4	P	Str	Vac	—	Br-L	U	4	Tim	—	7.8	4	D	151	6900	34x7	34x7
Hahn 47 H D-47 H D L	3½-4	3900	Cont	6	4 x4½	38.4	P	Str	Vac	—	Br-L	U	4	Tim	—	7.8	4	D	151	7500	34x7	34x7 D
Hahn 67 H-67 H D	4-5	4950	Cont	6	4⅜x4¾	45.94	P	Str	Vac	—	Br-L	U	4	Tim	—	10.8	4	D	151	8842	36x8	36x8 D
Indiana 200	1	1195	Wis F	6	3¼x4½	25.3	Pb	Zen	Vac	Aut	Br-L 20	U	3	Col 36000	Sp	20.71	4	Tr	137	3400	30x5	30x5
Indiana 300	1½	1475	Wis F	6	3¼x5¼	25.3	Pb	Zen	Vac	Aut	Br-L 20	U	3	Col 55001	Sp	21.26	4	Tr	149	3650	32x6	32x6
Indiana 111 X W	2	1850	Her Ox	4	4 x5	25.6	Pb	Str	Vac	Eis	Br-L 35	U	4	Wis 4611	Sp	36.60	R	Tr	120	3830	32x6	32x6 D
Indiana 400	2	2495	Wis Y	6	3⅜x5	27.3	Pb	Str	Vac	Aut	Br-L 35	U	4	Cla B 506	Sp	30.33	4	Tr	157	4800	32x6	34x7
Indiana 115 A	2½	2740	Her Ox	4	4 x5	25.6	Pb	Str	Vac	Eis	Br-L 35	U	4	Cla B 720	Sp	42.80	R	Tr	132	5000	32x6	34x7 D
Indiana 615 A	2½	3070	Wis Y	6	3⅜x5	27.3	Pb	Str	Vac	Eis	Br-L 35	U	4	Cla B 720	Sp	30.33	R	Tr	136	5190	32x6	34x7 D
Indiana 126	3	3495	Her L	4	4½x5¾	32.4	Pb	Str	Vac	Eis	Br-L 557	C	7	Tim 65704	Wo	80.7	R	Js	162½	7400	36x5	36x10 S
Indiana 127	3	3190	Her K	4	4¼x5¾	28.9	Pb	Str	Vac	Eis	Br-L 51	U	5	Cla B 720	Sp	41.72	R	R	141	6490	32x6	34x7 D
Indiana 626	3	4185	Wis H	6	4 x5	38.4	Pb	Str	Vac	Eis	Br-L 55	C	7	Tim 65704	Wo	80.7	R	Js	168½	7625	36x6 S	36x10 S
Indiana 627	3	3725	Wis H	6	4 x5	38.4	Pb	Str	Vac	Aut	Br-L 55	U	4	Cla B 720	Sp	42.80	R	R	162½	6500	36x5 S	36x10 S
Indiana 127 A W	3	3625	Her K	4	4¼x5¾	28.9	Pb	Str	Vac	Eis	Br-L 51	U	5	Wis 69311	Sp	41.72	R	Tr	141	6800	32x6	34x7 D
Indiana 627 A W	3	3925	Wis H	6	4 x5	38.4	Pb	Str	Vac	Eis	Br-L 51	U	5	Wis 69311	Sp	41.72	R	Tr	147	6800	32x6	34x7 D
Indiana 138	4	4380	Her L	4	4½x5¾	32.4	Pb	Str	Vac	Eis	Br-L 60	C	7	Tim 66700 D	Wo	83.1	R	R	162½	7850	36x5	36x12 S
Indiana 638	4	4955	Wis H	6	4 x5	38.4	Pb	Str	Vac	Eis	Br-L 60	C	7	Tim 66700 D	Wo	83.1	R	R	168½	8100	36x5	36x12 S
Indiana 41	5	5460	Her G	4	4¾x5¾	36.1	Pb	Str	Vac	Eis	Br-L 60	C	7	Tim 68700 D	Wo	95.0	R	R	172	9600	36x6	40x12 S
Int. Harvester Sp. Del.	⅜	720	Wak X A	4	3½x4½	19.6	Pb	Zen	Vac	Rem	Mec	U	3	Eat 502 R	Sp	15.1	4	4	124	2200	30x5.25	30x5.25
Int. Harv. 6 Spd. Spec.	1	820	Wak X A	4	3½x4½	19.6	Pb	Zen	Vac	Rem	Mec	U	3	Eat 1124	Sp	*52.6	4	4	124	2430	30x5	30x5
Int. Harvester S-24	1¼	1160	Lyc C T	4	3¾x5	22.5	Pw	Zen	Vac	Rem	Own	U	3	Eat 1002	Sp	21.3	4	4	130	3200	30x5	30x5
Int. Harvester S-26	1¼	1310	Lyc 4 S L	6	3¼x4½	25.3	Pb	Zen	Vac	Rem	Own	U	3	Eat 1002	Sp	21.3	4	4	130	3250	30x5	30x5
Int. Harvester SF-34	1½	1450	Lyc C T	4	3¾x5	22.5	Pw	Zen	Vac	Rem	Own	U	3	Eat 1502	Sp	22.6	4	4	140	3520	30x5	32x6
Int. Harvester SF-36	1½	1600	Lyc 4 S L	6	3¼x4½	25.3	Pb	Zen	Vac	Rem	Own	U	3	Eat 1502	Sp	22.6	4	4	140	3570	30x5	32x6
Int. Harvester SD-44	2	1590	Lyc C T	4	3¾x5	22.5	Pw	Zen	Vac	A B	Own	U	4	Eat 2002	Sp	40.6	4	4	117	3700	30x5	32x6
Int. Harvester SD-46	2	1740	Lyc 4 S L	6	3¼x4½	25.3	Pb	Zen	Vac	A B	Own	U	4	Eat 2002	Sp	40.6	4	4	117	3750	30x5	32x6
Int. Harvester SF-46	2	1950	Lyc 4 S L	6	3¼x4½	25.3	Pb	Zen	Vac	Rem	Own	U	4	Eat 2002	Sp	40.6	4	4	140	4000	32x6	32x6 D
Int. Harvester 54-C	2½	3200	Own	4	4¼x5	28.9	C S	Zen	Gra	R B	Own	U	4	Own A M 428	Ch	51.8	R	D	140	6400	36x5	36x10
Int. Harvester 54	2½	3550	Own	4	4¼x5	28.9	C S	Zen	Gra	R B	Own	U	4	Eat 54 65000	D R	53.7	R	D	140	6345	36x5	36x8
Int. Harvester 74-C	3½	4550	Own	4	4¼x5	28.9	C S	Zen	Gra	R B	Own	U	4	Own A M 427	Ch	*86.0	R	D	154	8715	36x6	40x12
Int. Harvester 74	3½	4550	Own	4	4¼x5	28.9	C S	Zen	Gra	R B	Own	U	4	Eat 74 1000	D R	61.6	R	D	160	8175	36x6	40x12
Int. Harvester 104-C	5	4800	Own	4	4¼x5	28.9	C S	Zen	Gra	R B	Own	U	4	Own A M 427	Ch	86.0	R	D	154	8890	36x6	40x14
Int. Harvester HS-54	2½	3850	H-S 151	4	4¼x5½	28.9	Pb	Zen	Vac	R B	Own	U	5	Eat 54 65000	D R	60.5	4	4	*148	8000	36x5	36x12 S
Int. Harvester HS-54-C	2½	3850	H-S 151	4	4¼x5½	28.9	Pb	Zen	Vac	R B	Own	U	5	Own A M 428	Ch	63.8	4	4	*148	8665	34x5 S	36x12 S
Int. Harvester HS-74	3½	4850	H-S 152	4	4¾x5½	36.1	Pb	Zen	Vac	R B	Own	U	5	Eat 74 1000	D R	70.5	4	4	*160	10700	34x5 S	36x7 D
Int. Harvester HS-74-C	3½	4856	H-S 152	4	4¾x5½	36.1	Pb	Zen	Vac	R B	Own	U	5	Own A M 427	Ch	79.1	4	4	*160	11000	34x6 S	36x7 D
Int. Harv's'r NS-104-C	5	5500	H-S 152	4	4¾x5½	36.1	Pb	Zen	Vac	R B	Own	U	5	Own A M 427	Ch	90.5	4	4	*160	11695	34x6	36x8 D
International A-5	3	——	Own	6	3⅝x4½	31.54	Pb	Zen	—	—	Own	U	5	——	——	——	——	——	——	——	——	——
*Larrabee 20	1	1595	Con 16 C	6	3⅜x4⅝	27.3	Pb	Zen	Gra	Rem	Br-L	U	3	Col	Sp	4.15	4	D	142	4170	30x5	30x5
*Larrabee 30	1½	1875	Con 16 C	6	3⅜x4⅝	27.3	Pb	Zen	Gra	Rem	Br-L	U	3	Col	Sp	4.15	4	D	161	4550	32x6	32x6
*Larrabee 40	2	2965	Con 16 R	6	4 x4⅛	38.4	Pb	Zen	Gra	Rem	Br-L	U	4	Wis	D R	5.35	4	D	176	5950	32x6	32x6 D
*Larrabee 50	2½	3285	Con 16 R	6	4 x4⅛	38.4	Pb	Zen	Gra	Rem	Br-L	U	4	Wis	D R	5.35	4	D	188	6030	32x6	32x6 D
*Larrabee 60	3	3980	Con 18 R	6	4 x4½	38.4	Pb	Zen	Gra	Rem	Br-L	U	4	Tim	Wo	5.35	4	D	195	7140	34x7	34x7 D
*Larrabee 70	3½	4600	Con 20 R	6	4⅛x4¾	40.8	Pb	Zen	Gra	Rem	Br-L	C	7	Tim	Wo	9.5	4	D	205	7740	34x7	34x7 D
Larrabee 80	5	5200	Con 21 R	6	4⅜x4¾	—	Pb	Zen	Gra	Rem	Br-L	C	7	Tim	Wo	—	4	D	205	9150	36x8	36x8 D
Mack BB	1½	3500	Own	4	4¼x5	28.9	P&S	Str	Vac	N E	Own	U	4	Own	Hyp	Opt	4	D	165½	——	32x6	32x6 D
Mack BG	1½	3000	Own	6	3⅝x5½	—	—	—	—	—	—	—	—	——	——	——	—	—	138-168	——	——	——
Mack AB	1½-2	3100	Own	4	4¼x5	28.9	P&S	Str	Gra	R B	Own	U	4	Own	Ch	Opt	R	D	2-Opt	——	36x4 S	36x7 S
††Mack AB	2½-3	3950	Own	4	4¼x5	28.9	P&S	Str	Gra	R B	Own	U	4	Own	D R	Opt	R	D	2-Opt	——	36x4 S	36x8 S
Mack BJ	3-4	5800	Own	6	4½x5½	48.6	P&S	Str	Vac	N E	Own	C	4	Own	D R	Opt	4	D	3-Opt	——	36x8	36x8 D
††Mack AK	3-4	5800	Own	4	5 x6	40.0	P&S	Str	Gra	R B	Own	J	4	Own	Ch	Opt	4	Js	3-Opt	——	36x5 S	36x5 D S
Mack AK	3½-5	5250	Own	4	5 x6	40.0	P&S	Str	Gra	R B	Own	C	4	Own	D R	Opt	4	D	3-Opt	——	36x5 S	36x5 D S
††Mack AC	3½-5	4950	Own	4	5 x6	40.0	P&S	Str	Gra	R B	Own	J	4	Own	Ch	Opt	Js	R	3-Opt	——	36x5 S	40x10 S
Mack AC	5½-7	5500	Own	4	5 x6	40.0	P&S	Str	Gra	R B	Own	J	4	Own	Ch	Opt	Js	R	3-Opt	——	36x6 S	40x12 S
Mack AC	7½	6000	Own	4	5 x6	40.0	P&S	Str	Gra	R B	Own	J	4	Own	Ch	Opt	Js	R	3-Opt	——	36x7 S	40x14 S
††Mack AP	7½	9500	Own	6	5 x6	60.0	P&S	Str	Gra	R B	Own	J	4	Own	Ch	Opt	R	Js	191	——	36x7 S	40x8 D S
Mack AC 6-wheel	10	7500	Own	4	5 x6	40.0	P&S	Str	Gra	R B	Own	J	4	Own	Ch	Opt	4 R	Js	2-Opt	——	36x7 S	40x12 S
Mack AP 6-wheel	10	12000	Own	6	5 x6	60.0	P&S	Str	Gra	R B	Own	J	4	Own	Ch	Opt	4 R	Js	2-Opt	——	36x7	40x12 S
Moreland A-6	*6800	1275	Con 34 L	6	2⅞x4¾	19.84	Pb	Zen	Vac	Aut	Br-L 20	U	4	Tim 52000 H	Sp	24.17	4	D	134	3000	32x6.75	32x6.75
Moreland R R-6	*9300	1850	Con 16 C	6	3⅜x4⅝	27.3	Pb	Zen	P	Aut	Br-L 35	U	4	Tim 54000 H	Sp	32.95	4	D	158½	4000	32x6	32x6
Moreland B-6	*12000	2200	Con 16 C	6	3⅜x4⅝	27.3	Pb	Zen	P	Aut	Br-L 35	U	4	Tim 63721 H	Wo	34.8	4	D	158½	4500	34x7	34x7
Moreland E-6	*15000	3600	Her W X C	6	4 x4½	38.4	Pb	Zen	P	Aut	Br-L 51	U	4	Tim 65000 H	Wo	34.8	*4	D	182	6000	34x7	34x7 D
Moreland Ex. 6	*19000	3750	Her W X C	6	4 x4½	38.4	Pb	Zen	P	Aut	Br-L 51	U	4	Tim 65704 N	Wo	46.0	*4	D	182	6500	36x4 S	36x8 S
Moreland H-6	*22000	4650	Her Y X C	6	4⅜x4⅝	45.9	Pb	Zen	P	Aut	Br-L 55	C	7	Tim 66702 W	Wo	82.3	*R	D	196	8000	36x5 S	36x10 S
*Moreland B D W-6	*15000	3200	Her W X B	6	3¾x4	33.7	Pb	Zen	P	Aut	Br-L 35	U	4	Own	Wo	41	4	D	160	5800	34x7	34x7
*Moreland E D-6	*23000	4900	Her W X C	6	4 x4½	38.4	Pb	Zen	P	Aut	Br-L 51	U	5	Own	Wo	52.2	*4	D	196	8500	36x8	36x8
*Moreland H D S-6	*30000	5850	Her Y X C	6	4⅜x4¾	45.9	Pb	Zen	P	Aut	Br-L 60	C	7	Own	Wo	81.6	*4	D	220	10500	36x6 S	36x8
*Moreland S D-6	*34000	6450	Her Y X C 2	6	4½x4¾	48.6	Pb	Zen	P	Aut	Br-L 60	C	7	Own	Wo	89.0	*4	D	221	11500	36x7 S	36x10 S
*Moreland T D-6	*34000	8000	Con 15 H	6	4½x5¾	48.6	Pw	Str	P	Aut	Br-L 70	C	7	Own	Wo	98.5	*4	D	221	12500	36x7 S	36x10 S
Paige	¾	860	Own	6	3¼x4½	25.35	Pb	Det	P	Del	W-G	U	3	Sal	Sp	17.36	4	Tr	115	2465	B 5.50x19	B 5.50x19
*Fleet Arrow F A-1	1½-2	2450	Own F A	6	3½x5	29.5	Pb	Str	A P	Rem	Own	U	3	Own	Sp	33.3	4	Tr	140	3950	32x6.00	34x7
*Pierce-Arrow F A-1	1½-2	2450	Own	6	3½x5	29.4	Pw	Str	P F	Del	Own	U	3	Tim	St	21.4	4	Tr	140	4100	32x6	32x6 D
*Pierce-Arrow X A-1	2	3500	Own	4	4 x5½	25.6	Pw	Str	Pre	Del	Own	C	4	Own	Wo	44.2	D	R	150	6750	36x4	36x5 D S
*Pierce-Arrow X B-1	3	3750	Own	4	4 x5½	25.6	Pw	Str	Pre	Del	Own	C	4	Own	Wo	48.1	D	R	150	6830	36x5	36x5 D S
*Pierce-Arrow H B-1	5	4500	Own	4	4 x5½	25.6	Pw	Str	Pre	Del	Own	C	7	Own	Wo	95.0	D	R	156	8400	36x5	36x6 D S
*†Pierce-Arrow W C-1	4	5100	Own	4	4½x6¾	32.4	Pw	Str	Pre	Del	Own	C	4	Own	Wo	41.5	D	R	162	8780	36x5	36x6 D S
*†Pierce-Arrow R D-1	5	5400	Own	4	4½x6¾	32.4	Pw	Str	Pre	Del	Own	C	4	Own	Wo	40.5	D	R	162	9440	36x6	36x7 D S
*†Pierce-Arrow R F-1	7½	5600	Own	4	4½x6¾	32.4	Pw	Str	Pre	Del	Own	C	4	Own	Wo	51.9	D	R	168	10320	36x6	40x8 D S
‡Pierce-Arrow R F-T	7½	5600	Own	4	4½x6¾	32.4	Pw	Str	Pre	Del	Own	C	4	Own	Wo	51.9	D	R	132	940	36x6	36x8 D S
Relay 20 B	1	1700	Bud H S 6	6	3⅜x4½	27.3	Pw	Zen	Vac	Aut	Br-L	U	4	Own	Relay	25.7	4	D	142	4100	B 30x5	B 30x5
Relay S 11 B	1½	1900	Bud H S 6	6	3⅜x4½	27.3	Pw	Zen	Vac	Aut	Br-L	U	4	Own	Relay	30.0	4	D	162	4500	B 30x5	D B 30x5
Relay 30 A	1½	2990	Bud D S 6	6	3⅝x5	31.2	Pw	Zen	Vac	Aut	Br-L	U	4	Own	Relay	34.5	4	D	168	5300	B 34x5	D B 34x5
Relay 40 A	2	3240	Bud D S 6	6	3⅝x5	31.2	Pw	Zen	Vac	Aut	Br-L	U	4	Own	Relay	34.5	4	D	168	5500	B 36x6	D B 36x6

Major Specifications and Mechanical Details of 1930 Commercial Cars Built in the United States

Make and Model	Capacity—tons	Chassis price	Engine	No. of Cyl.	Bore and Stroke	Tax H. P.	Oil System	Carburetor	Fuel Feed	Ignit. System	Gearset	Location	No. Spds. for.	Rear Axle	Final Drive	Reduction in Low	Brakes, foot	Brakes, hand	Standard Wheel Base	Chassis Weight	Standard Tire Sizes Front	Rear
Relay 50 C	2½	4415	Bud B U S	6	4 x5⅛	38.4	Pw	Zen	Vac	Aut	Br-L	U	5	Own	Relay	58.5	4	D	175	7300	B 36x6	S 36x10
Relay 60 C	3	4480	Bud B U S	6	4 x5⅛	38.4	Pw	Zen	Vac	Aut	Br-L	U	5	Own	Relay	58.5	4	D	175	7450	B 36x6	S 36x12
Relay 70 C	3½	5250	Bud B A 6	6	4⅛x5⅛	40.8	Pw	Zen	Vac	Aut	Cov	C	8	Own	Relay	84.2	R	D	175	8600	B 36x6	S 40x12
Relay 80 C	4	5330	Bud B A 6	6	4⅛x5⅛	40.8	Pw	Zen	Vac	Aut	Cov	C	8	Own	Relay	84.2	R	D	175	8800	B 36x6	S 40x14
Reo B A	½	895	Con 16 E	6	3⅜x4	27.3	Pb	Sch	Vac	Rem	W-G	U	3	Sal	Sp	14.63	4	Tr	115	2290	28x5.25	28x5.25
Reo D A	1	995	Con 16 E	6	3⅜x4	27.3	Pb	Sch	Vac	Rem	W-G	U	3	Own	Sp	18.4	4	Tr	123	2755	30x5	30x5
Reo D C	1	1075	Con 16 E	6	3⅜x4	27.3	Pb	Sch	Vac	Rem	W-G	U	3	Own	Sp	18.4	4	Tr	138	2850	30x5	30x5
Reo F A	1½	1295	Own	6	3⅜x5	27.3	Pb	Sch	Vac	Rem	Own	U	4	Own	Sp	22.96	4	Tr	137	3525	32x6	32x6
Reo F E	1½	1395	Own	6	3⅜x5	27.3	Pb	Sch	Vac	Rem	Own	U	4	Own	Sp	22.96	4	Tr	152	3700	32x6	32x6
Reo F F	1½	1395	Own	6	3⅜x5	27.3	Pb	Sch	Vac	Rem	Own	U	4	Own	Sp	22.96	4	Tr	156	3750	32x6	32x6
Reo F H	2	1545	Own	6	3⅜x5	27.3	Pb	Sch	Vac	Rem	Own	U	4	Own	Sp	37.6	4	Tr	142	4165	32x6	32x6 D
Reo F C	2	1595	Own	6	3⅜x5	27.3	Pb	Sch	Vac	Rem	Own	U	4	Own	Sp	37.62	4	Tr	152	4025	32x6	32x6 D
Reo F D	2	1695	Own	6	3⅜x5	27.3	Pb	Sch	Vac	Rem	Own	U	4	Own	Sp	37.62	4	Tr	168	4075	32x6	32x6 D
Reo G A	3	2035	Own	6	3⅜x5	27.3	Pb	Sch	Vac	Rem	Own	U	4	Own	Sp	41.05	4	Tr	163	4625	32x6	32x6 D
Reo G C	3	2140	Own	6	3⅜x5	27.3	Pb	Sch	Vac	Rem	Own	U	4	Own	Sp	41.05	4	Tr	179	4850	32x6	32x6 D
Reo G D	3	1985	Own	6	3⅜x5	27.3	Pb	Sch	Vac	Rem	Own	U	4	Own	Sp	46.2	4	Tr	134	4570	32x6	32x6 D
Republic Fleetmaster	*7000	1295	Lyc	6	3¼x4½	—	Pb	Zen	Vac	Aut	Br-L	U	4	Cla	Sp	28.3	4	Tr	144	3300	6.00x20 B	32x6
Republic F-1	*12000	2195	Lyc	6	3¼x4½	—	Pb	Zen	Vac	Aut	Ful	U	4	Eat	Sp	43.0	4	D	155	4850	32x6	32x6 D
Republic H-1	*15000	2985	Lyc	6	3⅞x5	—	Pb	Zen	Vac	Aut	Ful	U	4	Eat	Sp	36.0	4	D	163	5750	34x7	34x7 D
Republic L-1	*18000	3595	Lyc	6	3⅞x5	—	Pb	Zen	Vac	Aut	Ful	U	4	Eat	DR	48.0	4	D	180	6900	36x8	36x8 D
Republic M-1	*20000	3800	Waukesha	6	4 x4¾	—	Pb	Zen	Vac	Aut	Br-L	U	5	Eat	DR	53.0	D	R	171	6900	36x8	36x8 D
Rugby Model 401	1	*775	Con	4	3⅜x4¼	18.2	Pb	Til	Vac	Aut	Own	C	3	Own	Sp	14.79	4	4	107	2325f	28x4.75	28x4.75
Service 20 Y	1	1600	Bud H S 6	6	3⅜x4½	27.3	Pw	Zen	Vac	Aut	Br-L	U	4	Col	Sp	25.5	4	D	142	3900	B 30x5	B 30x5
Service S 11 Y	1½	1990	Bud H S 6	6	3⅜x4½	27.3	Pw	Zen	Vac	Aut	Br-L	U	4	Tim	Sp	29.2	4	D	162	4300	B 30x5	D B 30x5
Service 40 Z	2	3240	Bud D S 6	6	3⅝x5	31.2	Pw	Zen	Vac	Aut	Br-L	U	4	Tim	Wo	34.8	4	D	168	4900	B 36x6	D B 36x6
Service 60 Z	3	4480	Bud B U S	6	4 x5⅛	38.4	Pw	Zen	Vac	Aut	Br-L	U	5	Tim	Wo	63.0	4	D	175	7100	S 36x5	S 36x12
Service 80 Z	4	5330	Bud B A 6	6	4⅛x5⅛	40.8	Pw	Zen	Vac	Aut	Br-L	C	7	Tim	Wo	98.2	R	D	175	8400	S 36x6	S 36x14
Stewart 30	1	695	Lyc	4	3¾x4½	—	Pb	Str	Vac	Del-R	Clark	U	4	Sal	Sp	6.6	4	D	130	——	6.50x20	6.50x20
Stewart 30 X	1	795	Lyc	6	2¾x4½	—	Pb	Str	Vac	Del-R	Clark	U	4	Sal	Sp	6.6	4	D	130	——	6.50x20	6.50x20
*Stewart 16	1¼	1295	Lyc C T	4	3¾x5	22.5	Pb	Str	Vac	Rem	Ful	U	4	Cla	Sp	24.0	4	D	130	3326	32x6	32x6
*Stewart 16 X	1¼	1295	Lyc 4 S L	6	3¼x4½	25.3	Pb	Str	Vac	Rem	Ful	U	4	Cla	Sp	24.0	4	D	130	3326	32x6	32x6
Stewart 28 X	1½	1495	Lyc 4 S L	6	3¼x4½	25.3	Pb	Str	Vac	Rem	Ful	U	4	Cla	Sp	27.3	4	D	136	3840	30x5	30x5 D
Stewart 29 X	2	1695	Lyc 4 S L	6	3¼x4½	25.3	Pb	Str	Vac	Rem	Ful	U	4	Cla	Sp	27.3	4	D	145	4188	32x6	32x6 D
Stewart 26 X W	2	2290	Lyc T	6	3⅝x5	31.5	Pw	Str	Vac	Rem	Ful	U	4	Tim	Wo	29.0	4	D	165	5095	32x6	32x6 D
*Stewart 18 X	2½	2690	Lyc T	6	3⅝x5	31.5	Pw	Str	Vac	Rem	Ful	U	4	Tim	Wo	29.0	4	D	165	5788	32x6	32x6 D
Stewart 32 X	2½	1990	Lyc	6	3⅝x4¾	31.54	Pw	Str	Vac	Rem	Ful	U	4	Cla	Sp	7.25:1	4	D	165	——	32x6	32x6 D
Stewart 33 X	3	3290	Lyc	6	3⅞x5	36.2	Pw	Str	Vac	Rem	Ful	U	4	Tim	Wo	7.25:1	4	D	165	——	34x7	34x7 D
Stewart 19 X	3½	3690	Lyc F	6	3⅞x5	36.2	Pw	Str	Vac	Rem	Ful	C	12	Tim	Wo	105.1	4	D	165	6990	36x5	36x10
Stewart 21 X	5	4990	Waukesha	6	4⅝x5⅛	45.9	Pw	Str	Vac	Rem	Ful	C	8	Tim	Wo	10.5:1	4	D	165	——	36x6 S	36x6 S D
Stewart 27 X	6-7	5700	Waukesha	6	4⅝x5⅛	45.99	Pw	Str	Vac	Rem	Ful	U	8	Tim	Wo	93.81	4	D	165	9700	36x7	40x7 D
Studebaker GN-P	¾	845	Own	6	3⅜x4⅛	27.3	P C	Str	P	Rem	Own	U	3	Own	Sp	14.3	4	4	115	——	19x6.00	19x6.00
Studebaker GN-S	1	1045	Own	6	3⅜x4⅛	27.3	P C	Str	P	Rem	Own	U	3	Own	Sp	13.8	4	Js	130	——	20x6.00	30x5
Studebaker GK-N	1	1095	Own	6	3⅜x4⅝	27.3	P C	Str	P	Rem	Own	U	3	Own	Sp	13.7	4	Js	146	2830	30x5	30x5
Studebaker GN-N	1¼	1245	Own	6	3⅜x4⅛	27.3	P C	Str	P	Rem	Clark	U	4	Clark	Sp	33.5	4	Js	146	——	30x5	32x6
Studebaker 77	2½	2765	Own	8	3½x4⅜	39.2	P C	Str	P	Rem	Ful	U	3	Eat	Sp	19.8	4	Js	158	4745	20x6.75 B	20x6.75 B
Studebaker 88	3	3165	Own	8	3½x4⅜	39.2	P C	Str	P	Rem	Ful	U	3	Eat	Sp	19.8	4	Js	184	4920	20x7.50 B	20x7.50
Studebaker 99	3½	3685	Own	8	3½x4⅜	39.2	P C	Str	P	Rem	Ful	U	4	Eat	Dr	24.6	4	Js	184	5400	20x7.50 B	20x7.50
Victor 35	1½	1895	Con	6	3⅜x4	27.3	Pb	Zen	Vac	Rem	Cov	U	3	Tim	Sp	—	4	D	144	3200	30x5	30x5 D
Victor 45	2½	2495	Her	6	3¾x4½	33.7	Pb	Zen	Vac	Rem	Ful	U	4	Wis	DR	—	4	D	148	4500	32x6	32x6 D
Victor 75	3½	3895	Her	6	4 x4½	38.4	Pb	Zen	Vac	Rem	Ful	U	4	Wis	DR	—	4	D	162	6000	34x7	34x7 D
Whippet 96 A	½	380	Own 96 A	4	3⅛x4¾	15.6	Pb	Til	Vac	Aut	Own	U	3	Own	Sp	14.75	4	R	103¼	1659	28x4.75	28x4.75
Whippet 6 C-101	1½	645	Own 98 A	6	3⅛x3⅞	23.4	Pb	Til	Vac	Aut	Ful	U	4	Cla-B 364	Sp	33.5	4	R	131	2540	30x5	30x5
†White 15 B	1	1545	Own G K A	4	3¾x5⅛	22.5	C S	Zen	Vac	L-N	Own	C	4	Own	Sp	18.6	R	R	133½	3242	30x5	30x5
†White 57	1¼	2725	Own G R C	4	4 x5¾	25.6	Pw	Zen	Vac	L-N	Own	U	4	Own	Sp	19.3	R	R	146	3755	32x6	32x6
†White 20 A	1½	2125	Own G K A	4	3¾x5⅛	22.5	C S	Zen	Vac	L-N	Own	C	4	Own	DR	32.1	R	R	145½	4412	34x5	34x5 D P
†White 56	2	3125	Own G R C	4	4 x5¾	25.6	Pw	Zen	Vac	Mag	Own	U	4	Own	Sp	26.2	R	D	165	5096	36x4 S	36x7 S
†White 51 A	2½	3750	Own G R B	4	4¼x5¾	28.9	Pw	Zen	Vac	Mag	Own	U	4	Own	Sp	35.5	R	D	170	6256	36x5 S	36x8 S
†White 55	3½	4650	Own G R B	4	4¼x5¾	28.9	Pw	Zen	Vac	Mag	Own	U	4	Own	IG	66.1	D	R	174	8402	36x5 S	40x5 S D
†White 52 T	3½	4700	Own G R B	4	4¼x5¾	28.9	Pw	Zen	Vac	Mag	Own	U	4	Own	IG	76.5	D	R	129½	8126	36x5 S	40x5 S D
†White 52	5	5100	Own G R B	4	4¼x5¾	28.9	Pw	Zen	Vac	Mag	Own	U	5	Own	IG	92.3	D	R	174	9184	36x6 S	40x12 S
†*White 58	3	4400	Own G R B	4	4¼x5¾	28.9	Pw	Zen	Vac	Mag	Own	U	4	Own	IG	49.5	D	A	180	7400	36x5 S	36x5 S D
†White 60	1	1850	Own 2 A	6	3½x4½	29.4	Pw	Zen	Vac	Rem	Own	U	3	Own	Sp	17.9	4	D	138	3562	30x5	30x5
†White 61	1½	2450	Own 2 A	6	3½x4½	29.4	Pw	Zen	Vac	Rem	Own	U	4	Own	Sp	23.4	4	D	148	4612	30x5	30x5 D
Willys-Knight 15	1½	1545	Own K G T	6	2⅞x4⅜	20.7	Pb	Til	Vac	Aut	Ful D U	U	3	Eat 1002	Sp	24.3	4	R	134	3300	30x5	32x6
Willys-Knight 16	1½	1595	Own K G T	6	2⅞x4⅜	20.7	Pb	Til	Vac	Aut	Ful D U	U	3	Eat 1002	Sp	24.3	4	R	151	3400	30x5	32x6
Willys-Knight 20	2	1945	Own K G T	6	3⅜x4¾	27.3	Pw	Til	Vac	Aut	Ful D U	U	3	Eat 1504	Sp	28.4	4	R	150	3800	32x6	34x7
Willys-Knight 21	2	1995	Own K G T	6	3⅜x4¾	27.3	Pw	Til	Vac	Aut	Ful D U	U	3	Eat 1504	Sp	28.4	4	R	164	3900	32x6	34x7
Willys-Knight 25	2½	2545	Own K G T	6	3⅜x4¾	27.3	Pw	Til	Vac	Aut	Ful G U	U	4	Wis 6617 B	DR	30.3	4	R	150	4920	32x6	32x6 D
Willys-Knight 26	2½	2595	Own K G T	6	3⅜x4¾	27.3	Pw	Til	Vac	Aut	Ful G U	U	4	Wis 6617 B	DR	30.3	4	R	164	5020	32x6	32x6 D

GENERAL NOTATIONS

***REFERENCE MARKS** apply to individual lines only and explanations are given under the subdivision for each company in the "SPECIAL NOTATIONS."

CAPACITIES given in this table are in tons or fractions of tons. *Shows maximum allowable gross weight.

TIRE EQUIPMENT where not otherwise indicated is solid.

WHEEL BASES given are standard, but optional wheel bases are available in many cases.

ENGINE—Bud, Buda; Con, Continental; Her, Hercules; Kgt, Knight; Lyc, Lycoming; Wak, Waukesha; Wis, Wisconsin.

LUBRICATION—Pb, pressure lubrication to main and connecting rod bearings; Pw, full pressure lubrication to all bearings, including wrist-pins; P&S, pressure with splash, CS, circulating splash; Sp, Splash.

CARBURETOR—Car, Carter; Hol, Holley; Joh, Johnson; Mar, Marvel; Sch, Wheeler-Schebler; Str, Stromberg; Stw, Detroit lubricator; Til, Tillotson; Zen, Zenith-Detroit.

FUEL FEED—Gra, Gravity; Pre, Pressure; Vac, Vacuum tank; P, Fuel pump; Auto-P, Auto pulse; E, Electric pump.

IGNITION—AB, American-Bosch; Aut, Electric Auto-Lite; Apo, Apollo; Del, Dayton Engine Laboratory; Eis, Eisemann; L-N, Leece-Neville; N-E, North East; RB, Robert Bosch; Rem, Delco-Remy; Spf, Splitdorf.

TRANSMISSION—Br. L, Brown-Lipe; Cov, Covert; Ful, Fuller; Mec, Mechanics Machine; Mun, Muncie; W-G, Warner Gear.

LOCATION—C, Center, Amid; U, in unit with engine; J, Jack shaft.

REAR AXLE—Cla, Clark Equipment; Col, Columbia; Eat, Eaton; Sal, Salisbury; Tim, Timken; Wis, Wisconsin.

FINAL DRIVE—St, Straight bevel; Sp, Spiral bevel; Wo, Worm; DR, Double Reduction; Ch, Chain; IG, Internal Gear.

BRAKES—Js, Jack shaft; R, Rear wheels; D, Drive shaft; 4, four-wheel; Tr, Transmission; W, Westinghouse air brake.

TIRES—B, Balloon; D, Dual; S, Solid.

SPECIAL NOTATIONS

AMERICAN-LA FRANCE

*Chief model also available as 2½-ton model, 34x7 tire, dual rear, weight 6,400. Price $3,900.

AUTOCAR

†Engines in these models are located under the driver's seat.

DURANT LINE

*Price includes panel body.

GENERAL MOTORS TRUCK LINE

*Capacity given in all cases is maximum allowable total gross weight (straight rating), and includes chassis, cab, equipment, body and load.

Model T-19 is also available in three other types, with 145¾-inch wheel base having same straight ratings and standard tire combinations as listed for the 127¾-inch wheel base types shown in the table.

Model T-25 is also available in three other types, with 140-inch wheelbase having same straight rating and standard tire combinations and in two other types on the 127¾-inch wheelbase.

Model T-30 is also available in six other types, with 152 and 164 inch wheel bases, respectively, having same straight ratings and standard tire combinations as listed for the 136-inch wheel base types shown in the table.

Model T-42 is also available in nine other types, with 152, 164 and 175 inch wheel bases respectively, having same straight ratings and standard tire combinations as listed for the 136-inch wheel base types shown in the table.

Model T-60 is also available in nine other types, with 160, 180 and 200 inch wheel bases, respectively, having same straight ratings, and standard tire combinations as listed for the 140-inch wheel base types shown in the table.

Model T-60 Special is also available in six other types with 160¾, 180¾ and 200¾ inch wheel bases, respectively, having same straight ratings and standard tire combinations as listed for the 140¾-inch wheel base types shown in the table.

Optional rear axle gear ratios are available for all types and optional tire equipment is available for all types except Model T-11-1001.

FLEET-ARROW LINE

*Model F. A. 1 is also available as Model F. A. 2, at $2,500 on wheel base of 160 inches, weight 3,975 lbs., and as Model F. A. 3, at $2,550, with seven speed transmission on 180-inch wheel base, weight, 3,985 lbs.

GOTFREDSON LINE

*Six-wheeler.

GRAMM

*Models B, C, D and E are furnished in three wheel base lengths—others on request.

*Model T Series—Larger engines, pneumatic tires and special wheel bases, and 8 speed transmissions—optional at extra cost.

Model "GY"—190 and 210 in. wheel bases.
Model "HY"—210 and 236 in. wheel bases.
*Model "HY"—210 and 236 in. wheel bases. Tire sizes and electrical equipment optional, depending upon type of service—Coach or Van.

*Above models are all built in tractor wheel base lengths for semi-trailer use.

INTERNATIONAL HARVESTER LINE

*Model HS-54 also available in the following wheel bases, 130-inch tractor, 170, 185 and 200-inch.

*Model HS-54-C also available in the following wheel bases, 130-inch tractor, 170, 185 and 200-inch.

†Frame is reinforced with inserted channels in each side rail, extending from dash to rear end.

*Model HS-74 also available in the following wheel bases, 144-inch tractor, 185, 210 and 235-inch.

*Models HS-74-C and HS-104-C also available in the following wheel bases, 146-inch tractor, 185, 210 and 235-inch.

All Model HS heavy-duty International truck models are equipped with built-in vibration dampered clutches.

LARRABEE

*Note—Bevel gear, worm or double reduction drive rear axle available in models 40 and 50. Bevel or double reduction axles available in 30. Worm axles in 60, 70 and 80. Three or more wheel bases in each model. All Larrabee models have hydraulic brakes; 40 up have vacuum booster.

MACK LINE

Other wheel bases furnished on all truck models.

On 6-wheel jobs, 4 rear wheels driven by chains, foot brake on 4 rear wheels.

Hyp.—Hypoid drive, single reduction.

††Made also in tractor models.

MORELAND LINE

*Indicates six-wheel type vehicles.

PIERCE-ARROW LINE

*Model FA1 also available as Model FA2, at $2,550 on 160-inch wheel base, weight 4,150 lbs., and also as Model FA3, at $2,250 on 180-inch wheel base, weight 4,200 lbs.

*Model XA1 also available as Model XA2, at $3,550 on 162-inch wheel base, weight 6,800 lbs.

*Model XB1 is also available as Model XB2, at $3,800 on 180-inch wheel base, weight 6,900 lbs.

*Model HB1 is also available as Model HB2, at $4,550 on 180-inch wheel base, weight 8,500 lbs., and also as Model HB3, at $4,600 on 198-inch wheel base, weight 8,700 lbs.

*Model WC1 is also available as Model WC2, at $5,150 on 180-inch wheel base, weight 8,950 lbs., and also as Model WC3, at $5,250 on 198-inch wheel base weight 9,050 lbs.

*Model RD1 is also available as Model RD2, at $5,450 on 180-inch wheel base, weight 9,650 lbs., and also as Model RD3, at $5,500 on 198-inch wheel base, weight 9,750 lbs.

*Model RF1 is also available as Model RF2, at $5,650 on 204-inch wheel base, weight 10,500 lbs.

†Seven-speed transmission also available.

REPUBLIC LINE

*Model 75-4 also available as Model 75-6, priced $1,495, on 128-inch wheel base, with Lycoming 4SL engine, 6-cyl. 3¼ by 4½ inches, rated 25.3 h.p., weight 3,150 lbs.

*Model 76-4, also available as Model 76-6, priced $1,675, on 150-inch wheel base, with Lycoming 4SL engine, as in Model 75-6, weight 3,500 lbs.

†Model 60-61, also available with four-wheel brakes, $3,155.

**Model 62, same as 60-61, on 171-inch wheel base, $3,040.

†Model 25W-25WRB available with four-wheel brakes.

**Model 66, same as 65, on 200-inch wheel base, $3,750.

**Model 25W, 25WB and 25WBR also available in 3½-ton capacities as Models S25W, S25WB and S25WRB on wheel bases of 165, 156 and 124 inches, priced $3,695.

**Models 35 and 35B also available in 5-ton capacities on wheel bases of 179 and 157 inches, priced $5,145.

**Model 85 also available as Model 86 on 170-inch wheel base, price $2,150.

**Model 50-51 also available as Model 52 on 170-inch wheel base.

REO LINE

*Tonner in wheel base, 123, 138; 1½-ton in wheel base, 137, 156, 152; 2-ton in wheel base, 152, 168; 3-ton in wheel base, 168, 179, 184.

RUGBY

F—Chassis weight includes body.

STEWART LINE

Model 30 can also be supplied in 130 and 140-inch wheel base.

*Models 16 and 16X can be supplied in 145-inch and 160-inch wheel base.

Model 28X can be supplied in 146, 160 and 176-inch wheel base.

Model 29X can be supplied in 160 and 176-inch wheel base.

*Model 26XW can be supplied in 148, 176 and 190 inch wheel base.

*Model 18X, 32X and 33X can be supplied in 148, 190 and 220-inch wheel base.

*Models 19X, 31X and 27X can be supplied in 148, 172, 190, 220 and 235-inch wheel base.

WHITE LINE

*Bus Model 52 is equipped with Booster Brakes and 50B and 54 with air brakes. Model 58 with air brakes as optional equipment.

Model 60 gross weight capacity, with 32x6 tires, 8,000 lbs; 34x7.50 balloon tires optional at extra cost.

†Supplied in optional wheel bases.

FORD LINE

*Low speed axle 22.6 to 1.

SCHUGARTS IN FLORIDA

Jacksonville, Fla., Feb. 13.—George S. Schugart, vice-president of the United States Rubber Company of New York, and Mrs. Schugart are the guests of Mr. and Mrs. Claude Sims. Mr. and Mrs. Schugart are combining business with pleasure in making an extensive tour of Florida. They plan to be in the state for the next thirty days.

N. J. Public Service Places Order for 381 New Buses

NEWARK, N. J., Feb. 13.—**Public Service Co-Ordinated Transport has placed orders for 381 new buses, the largest number ever purchased at one time by the company. The buses will be used for new business, extensions and replacements throughout the company's territory.**

In the order are 211 of the gas-electric drive type, to be used for city service, and 170 gas-mechanical for the super-service routes. The order will comprise four makes, Yellows, Whites, American Car and Foundry and Macks.

The buses will be superior to any yet bought by the company, and will conform to the latest improved standards of the manufacturers with respect to appearance, comfort, safety devices and engine performance.

An outstanding improvement, with reference to comfort for the passenger, will be the elimination of the so-called "wheel-house" seats, so that every seat in the bus will be equally comfortable. The buses will have the newest ventilation system, and in addition the windows of the super-service type may be raised and lowered by the crank device, as in the private car. Each seat in the super-service type will have its individual light and mirror and there will be both exterior and interior baggage racks. Eacn vehicle will be provided with the new sound insulator equipment, which will eliminate considerable of this street noise. All will have improved spring suspensions, shock absorbers and balloon tires.

The engines will average 50 per cent. more power than those now in service, affording increased acceleration and more hill climbing ability. The engines also will be equipped with dual ignition to eliminate possible road failures.

The safety provisions on the new buses include Westinghouse air brakes applied to all four wheels; non-shatterable glass throughout; air-operated doors folding inwardly; separate hand emergency brakes in addition to the gas-electric brakes. Buses will carry directional signals in front on both sides, indicating which way the bus is about to turn.

The city type will have seats for forty passengers and the super-service type for thirty seats. The super-service buses will have individual seats of mohair plush and will be attractively decorated.

Most of the bodies, as usual, will be built at the company's own shops and the first buses will be in service within thirty days and the entire order by July.

In addition to the buses, the $8,000,000 authorized in the 1930 budget for transport will provide for new garages and extensions to existing garages.

One of the company's maor projects, now under way is the building of gasoline storage facilities at its Passaic wharf. The gasoline will be conveyed in delivery trucks to various garages in the northern territory. A new garage will be built at the wharf to house the trucks.

FIRST INDIANAPOLIS ENTRY

Indianapolis, Ind., Feb. 13.—The first entry for the 500-mile race at Indianapolis has already been made. Bill White of Hollywood, Cal., has nominated a mystery car, to be driven by William (Shorty) Cantlon, a dirt track graduate.

LEWIS E. CRAIG PROMOTED BY STERLING TRUCK CO.

Milwaukee, Wis., Feb. 13.—H. C. Keenan, vice-president of the Sterling Motor Truck Company, announces the appointment of Lewis E. Craig to succeed the late Fred J. Storm as general manager of the Detroit branch. Mr. Craig served as assistant to Mr. Storm, since the branch was established last fall.

The company reports that sales for the first quarter of the fiscal year, beginning November 1, showed an increase of 14 per cent. over the corresponding period of the previous fiscal year.

RIGBY SPEAKS IN CHICAGO

Chicago, Feb. 13.—M. F. Rigby, advertising manager of the Studebaker Corporation of America, addressed the Advertising Council of the Chicago Association of Commerce here today on the subject of "How Studebaker Uses Direct Mail."

A. B. WAGNER, VICE-PRESIDENT OF VAN SICKLEN CORP., DIES

Elgin, Ill., Feb. 13.—A. B. Wagner, 45 years old, vice-president and general manager of the Van Sicklen Corporation, formerly the Elgin Clock Company, died suddenly at his home, 400 Douglas Ave., following an attack of acute indigestion. Chronic heart trouble was cited as the secondary cause of death.

SUNNEN PRODUCTS OPENS NEW PLANT IN ST. LOUIS

St. Louis, Feb. 13.—The Sunnen Products Company has opened its new plant at 7900 Manchester Ave., in this city. The recent opening was marked by a housewarming, with several hundred guests, including jobbers, salesmen, members of the trade press, St. Louis city and Chamber of Commerce officials, Automotive Booster Club members and others. The opening of the new Sunnen plant marked the fifth anniversary of the founding of the organization.

WISCONSIN AXLES

The sturdy dependability of Wisconsin Axles reflects the true character of the men and methods which build them—engineering ability and high production standards—outwardly expressed as performance.

WISCONSIN AXLE CO.
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CLARK

CLARK AXLES *and* METAL WHEELS

fulfill the rigid requirements of the larger truck and passenger car manufacturers. Built in a plant with large production capacity.

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AXLES
Front & Rear
WHEELS
Single or Dual Tire
CAST STEEL HOUSINGS
TRANSMISSIONS

Cumulative New Commercial Car Registration Table, December, 1929

Returns for today: GEORGIA

Some of this data has been published previously, but it is given here complete for the convenience of our subscribers.

States	Autocar	Brockway-Indiana	Chevrolet	Diamond-T	Dodge	Dover	Fargo	Federal	Ford	G. M. C.	International	Mack	Pierce-Arrow	Relay	Reo	Republic	Rugby	Sterling	Stewart	Studebaker	Whippet	White	Willys-Knight	Miscellaneous	Totals	States
Alabama		7	269		16			1	217	13	27	2			3					1	5	16	1	3	581	Alabama
Arizona			39	1	17	1			122	3	18				1	1	1		1	4	1			3	213	Arizona
Arkansas			33		1				32		1				1						1				69	Arkansas
California	8		229	2	97	8	5	10	860	54	30	7		1	72	4	11	9	1	13	8	21	1	89	1540	California
Colorado			15		8				36	6	7				1						2	1		2	78	Colorado
Connecticut	1	12	50	2	27	5	5	5	108	18	18	19			17				3		4	11	1	20	326	Conn.
Delaware	2	2	17		3				37	6					2							2		1	72	Delaware
Florida		6	120		10				228	1	9	1			10					1	4	1			391	Florida
Georgia			76		7				159	7	22	3			3						2	3			282	Georgia
Idaho			18		3				34	1	7						1					1		1	66	Idaho
Illinois	4	5	150	33	29	1	4	2	281	26	59	11	1		12			4	3		10	5		48	688	Illinois
Indiana	1	10	198		44	1	3	2	388	18	55			1	14		2		1	8	9	4		1	760	Indiana
Kansas		1	102		19	1	1		193	4	41				3						10	2		1	378	Kansas
Louisiana			70		13				121	6	30	1			1						2	2	1		247	Louisiana
Maine			17	1	6				34	1	1				4										64	Maine
Maryland	6	12	80	7	33	2	4	1	171	8	24	4		1	14	2		6	3	3	3	14	2	12	412	Maryland
Mass'setts	16	5	77	23	46	3	7	6	273	36	25	21	1		20		1	11	1	1	4	18	1	4	600	Mass'setts
Michigan	4	2	233	9	81	6	8	12	989	42	73	13	2		50	5	4		1	2	12	14		19	1581	Michigan
Minnesota		3	105		13		3	1	250	5	38	2			4		1			1	5	3		9	443	Minnesota
Mississippi			91		5		2		152	2	12				3										267	Mississip.
Missouri	1	3	155	3	39	1	4	1	268	14	23	2			9		1	3		2	9	9		4	551	Missouri
Montana			5		1				7		6										1				20	Montana
Nebraska			90	3	7		1		146	6	35				1					1	3			5	298	Nebraska
Nevada			13	1	13		1		31		5						1							1	66	Nevada
New Hamp.			12		2				17		4	1			1							1			38	N. Hamp.
New Jersey		3	44		16		2	14	92	8	1	6			2			3			3	7		11	212	New Jer.
New Mexico			101		1				16						1		2				3				124	New Mex.
New York	13	50	133	19	123	4	25	3	425	30	37	37		2	39		2	16	10	14	12	26	2	16	1038	New York
N. Carolina			157		28	1	3	1	224	15	30	2				2	1		1		3	4		4	476	Nor. Car.
N. Dakota			16						20	3	2										1				42	N. Dakota
Ohio	9	14	400	10	152	5	27	13	1216	86	147	12		2	50		5	1	7	13	50	93	12	61	2385	Ohio
Oklahoma	1	1	147	2	24		3	5	158	9	46	11			4					2	2	8	1	1	425	Oklahoma
Oregon			30		1			1	89	4	5	1			1	1	2	1			1	3		6	146	Oregon
Penn'vania	72	54	453	17	236	12	29	25	1135	79	160	90	1	20	83	8	11	29	48	21	38	58	9	66	2754	Penna.
Rh. Island	1		17	1	17		2		48	4	7	7			5		1		1	1	2				114	R. Island
S. Carolina			52		5				78		3										1	2			141	S. Carolina
S. Dakota			39		2				58	2	13	6			3						4			2	129	S. Dakota
Tennessee			23		3				20	2	2								1						51	Tennessee
Texas		11	545	2	41	4	16	3	820	25	69	2			33		4			4	18	13	1	5	1616	Texas
Utah			7		8				27	1	2				1		1				1				48	Utah
Vermont			2	2	1				22	5					1							1			34	Vermont
Virginia	2	3	244	1	16		1	1	321	11	23				6	7	3		5	1	3	6		1	655	Virginia
W. Virginia		1	77		30	2		1	136	8	18			1	6	1	1		2	1	5	2		6	298	West Va.
Wisconsin			125	2	23	2	2	5	220	16	23	4			13		2	9	2	3	7	6	1	10	475	Wisconsin
Wyoming		1	25		12		2		87	3	9				2						1				142	Wyoming
Dist. of Col.	1		14	4	6				57	9	3	1			2				4			11		3	115	D. of Col.
Totals	142	206	4915	145	1285	59	160	113	10423	597	1170	266	5	28	498	31	58	92	95	97	250	368	33	415	21451	Totals

Figures in this table are from R. L. Polk & Co. of Detroit, with the exception of Illinois, which are supplied by the Robinson Advertising Service, Springfield, Ill., and New Jersey, which are furnished by the New JerseyMotor List Co., New Car Division, Trenton, N. J. Readers desiring county, city or town lists, or lists of owners in any given section, may obtain these by addressing any of these three companies.

Commercial Car Registrations do not include buses.

A Greater January Than Last Year!

Chevrolet Retail Sales for First Month Far in Excess of January, 1929!

for Economical Transportation

CHEVROLET

THE COACH

$565

The Roadster	$495
The Phaeton	$495
The Sport Roadster	$555
The Coupe	$565
The Club Sedan	$625
The Sport Coupe	$655
The Sedan	$675
The Sedan Delivery	$595
Light Delivery Chassis	$365
1½ Ton Chassis	$520
1½ Ton Chassis With Cab	$625

All prices f. o. b. factory Flint, Michigan

Exceeding even the record-breaking pace that made 1929 the greatest year in all their experience—Chevrolet dealers are off to another flying start in 1930.

Sales figures just compiled reveal that retail orders in January were actually greater than for the same period last year—when the Chevrolet Six was first introduced!

From every section of the country, dealers are reporting the largest crowds and the highest enthusiasm that have ever followed a Chevrolet announcement. For here is the greatest car that Chevrolet has ever built—improved in beauty, comfort, performance and safety—yet it is offered to the public *at greatly reduced prices!*

Consider a few of the extra-value features which are enabling Chevrolet dealers everywhere to pile up a record-breaking volume—

—an improved six-cylinder valve-in-head engine, with its capacity increased to 50 horsepower—

—beautiful new Fisher bodies, with finer upholsteries, wider, deeper seats, and distinctive new color combinations—

—big, internal-expanding, 4-wheel brakes, with both the front and rear drums tightly enclosed for protection in all kinds of weather—

—four Lovejoy hydraulic shock absorbers, assuring a smooth, even, comfortable ride over any road—

—an improved ball bearing steering mechanism, with a new front axle assembly that gives finer balance to the front wheels—

—and scores of detailed improvements in the chassis which contribute to strength, dependability and long life.

To be able to offer a Six of such outstanding quality, *at such greatly reduced prices*, presents to Chevrolet dealers one of the greatest selling opportunities in the history of automotive merchandising. Small wonder that they are beginning the year with such record-breaking volume!

CHEVROLET MOTOR COMPANY, DETROIT, MICHIGAN
Division of General Motors Corporation

A SIX IN THE PRICE RANGE OF THE FOUR